

CDG AWARENESS AND DISSEMINATION KIT :

- Kit materials include:
 - ☐ A powerpoint with an introduction about Rare Diseases and Living with a Rare Disease (CDG in our case)
 - ☐ Fundraising and Conference presentation course

**For CDG AWARENESS AND DISSEMINATION KIT materials, please contact:
cdgawareness@gmail.com**

**©Original Idea and Coordination of the CDG awareness and Dissemination project: Vanessa Ferreira
(Portuguese Association for CDG and other Rare Metabolic Diseases)**

CONGENITAL DISORDERS OF GLYCOSYLATION (CDG) AWARENESS AND DISSEMINATION PROJECT

QUESTIONS ABOUT PRESENTATION SUPPORT CONCERNING:

- INTRODUCTION ABOUT RARE DISEASES (RD)
- THE PATIENT'S VOICE
- CONFERENCE PRESENTATIONS COURSE

CONTACT: Vanessa Ferreira (sindrome.cd@gmail.com)

- HAVING A RARE DISEASE: LIVING WITH CDG

CONTACT: Bas Holten (basesdownunder2003@hotmail.com)

TUTORIAL FOR FUNDRAISING:

- SIMPLE STEPS FOR FUNDRAISING SUCCESS

CONTACT: Andrea Berarducci (maui911@yahoo.com)

CONGENITAL DISORDERS OF GLYCOSYLATION (CDG) AWARENESS AND DISSEMINATION PROJECT

In each of the following slides, we suggest some sources of information and ideas about what you may want to discuss and highlight in your presentation...

**Be aware that some information should be adapted
to the country where you live. Thanks!**

Please, all information should be used with respect and integrity. Thanks.

SKYPE FOR HELP IN ORAL PRESENTATION PREPARATION:

Skype name: cdgawareness

**PLEASE IF YOU USE THIS
AWARENESS MATERIAL
WE KINDLY REQUEST YOU
TO MENTION AS
SOURCE:**

**CDG AWARENESS DONE BY
CDG PATIENT'S VOICE**

CONGENITAL DISORDERS OF GLYCOSYLATION (CDG)

Name, CDG patient representative
Country



OUTLINE

- **INTRODUCTION ABOUT RARE DISEASES (RD)**
- **THE CDG PATIENT'S VOICE**
- **LIVING WITH CDG**
- **SIMPLE STEPS FOR FUNDRAISING SUCCESS**

WHAT IS A RARE DISEASE?

A rare disease in Europe is a disease affecting less than 1 in 2,000 citizens

In the United States, a rare disease is any disease or condition that affects 1 in 1,500 people

- ❑ 29 million people affected in the EU
 - ❑ 3 million people Spain
 - ❑ 3 millions people in France (1 in 20)
 - ❑ 600 000-800 000 people in Portugal
 - ❑ 3.5 million people in the UK
 - ❑ 1 million people in the Netherlands
- ❑ 25 million people USA

6,000 and 8,000 distinct rare diseases!

[49 XXXXX Sp](#), [Síndrome Acidemia Metilmalónica Homocistinuria](#), [Tipo cbl C Acidemia Propiónica Acondroplasia Acondroplasia - Inmunodeficiencia Combinada Grave Adrenoleucodistrofia Agammaglobulinemia Ligada al Cromosoma X Aicardi Goutières](#), [Síndrome de Alagille](#), [Síndrome de Albinismo Alexander](#), [Enfermedad de Alfa 1 Antitripsina](#), [Déficit de Alpers](#), [Enfermedad de Alport](#), [Síndrome de Amaurosis Retiniana Congénita de Leber Amiloidosis Primaria Familiar Andrade](#), [Enfermedad Anemia de Fanconi Angelman](#), [Síndrome de Angioedema Hereditario Aniridia Apert](#), [Síndrome de Arnold Chiari](#), [Síndrome de Arteritis de Células Gigantes Artritis Crónica Juvenil Artritis Idiopática Juvenil Artritis Psoriásica Artrogriposis Múltiple Congénita Artrogriposis](#), [Síndrome de Aspartilglucosaminuria Ataxia de Friedreich Ataxia de Marie Ataxia Espinocerebelosa del Tipo 1 \(SCA1\) Ataxia Espinocerebelosa SK3 Ataxia Hereditarias Ataxia Olivopontocerebelosa Ataxia Telangiectasia Atresia Aórtica Atresia Pulmonar con Comunicación Interventricular Atresia Pulmonar Septo Ventricular Intacto Atresia Tricúspide Atrofia Muscular Espinal Infantil Atrofia Muscular Espinal Proximal de Tipo 2 Atrofias Espinales Baller Gerold](#), [Síndrome de Batten Spielmeier Vogt](#), [Enfermedad de Beckwith Wiedemann](#), [Síndrome de Behçet](#), [Enfermedad de Berardinelli Seip](#), [Síndrome de Blefaroespasma B-Oxidación Mitocondrial Braquicefalia Aislada Budd Chiari](#), [Síndrome de Buerger](#), [Enfermedad de C de Opitz](#), [Síndrome Calambre del Escribano Calcinosis Canavan](#), [Enfermedad de Cardiopatías Congénitas Carnitina](#), [Síndromes por Déficit de Castleman](#), [Enfermedad de Ceroido Lipofuscinosis Juvenil Ceroido Lipofuscinosis Neuronal Charcot Marie Tooth](#), [Enfermedad de Chediak Higashi](#), [Enfermedad de Churg Strauss](#), [Síndrome de Cistinosis Cistinuria Cistitis Intersticial Citocromo C Oxidasa](#), [Déficit de Citomegalovirus](#), [Síndrome del Citrulinemia Coartación Aórtica Coffin Lowry](#), [Síndrome de Coffin Siris](#), [Síndrome de Colangitis Crónica Destructiva no Supurativa \(CBP\) Colangitis Primaria Esclerosante Coloboma del Iris Complejo Malformativo de Arnold Chiari Coproporfiria Hereditaria Corea de Sydenham Cornelia de Lange](#), [Síndrome de Coroidemia Craneosinostosis Primaria Crecimiento](#), [Problemas de Crigler Najjar](#), [Síndrome de Cromosoma X Frágil](#), [Síndrome de Crouzon](#), [Enfermedad de Dandy Walker](#), [Síndrome de Danon](#), [Enfermedad de Defectos del Tabique Interauricular Defectos en la Biosíntesis de Testosterona Deficiencia Múltiple de Sulfatasas Déficit Congénito de HFE Déficit de 5a-reductora Deformidad de Sprengel Degeneración Macular Denys Drash](#), [Síndrome de Deplección del ADN Mitocondrial](#), [Síndrome Dilatación Aórtica Disferlina](#), [Ausencia de Disfonía Espasmódica Disgenesia Gonadal XY Dismetrías Óseas Displasia Ectodérmica Displasia Ectodérmica Tipo 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number of scientific publications about rare diseases continues to increase

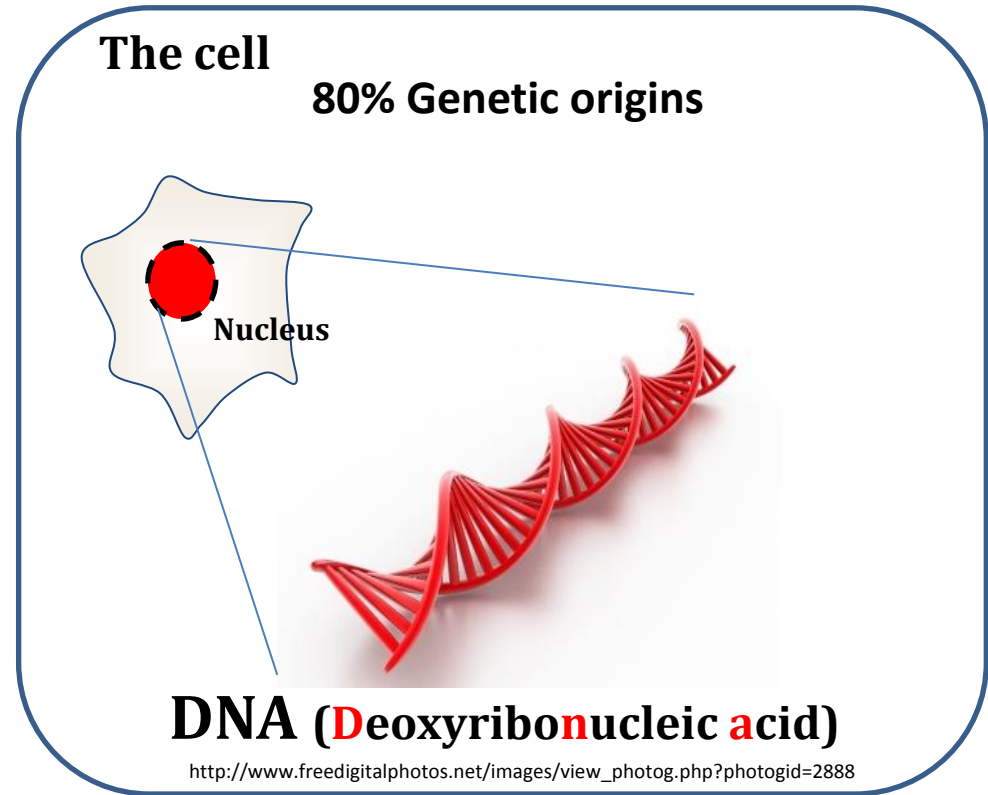
CHARACTERISTICS OF RARE DISEASES

- ☐ Chronic
- ☐ Progressive
- ☐ Degenerative
- ☐ Life-threatening
- ☐ Disabling
- ☐ Lack or loss of autonomy
- ☐ Difficult to manage

- ☐ Patients are few and geographically spread
- ☐ Research is fragmented
- ☐ Resources are limited
- ☐ Experts are few
- ☐ Specialised care centres for each disease cannot exist in every country
- ☐ Relevant information is little

RARE DISEASES ORIGINS

- Clinical manifestations
- Causes
- Populations they affect
- Severity and age of onset



- Bacterial or viral infections
- Allergies
- Environmental causes
- Degenerative or proliferative basis



Non-genetic origins

- ☐ Suggestions that susceptibility may be genetically determined

DIAGNOSIS OF RARE DISEASES

Skin	Inverted nipples, abnormal subcutaneous fat pads at birth; fat pads disappear with increasing age
Neurologic	<u>Global developmental delay</u> ; axial hypotonia, reduced deep-tendon reflexes, cerebellar atrophy, epilepsy; joint contractures, most children do not walk without support; stroke-like episodes
Nutrition/ gastrointestinal	Feeding problems (need for tube feeding common), gastroesophageal reflux, failure to thrive, hepatitis, liver failure
Ophthalmologic	Strabismus, impaired night vision, retinitis pigmentosa
Cardiac	Hypertrophic cardiomyopathy, pericardial effusion
Renal	Nephrotic syndrome early in life, renal cysts
Hematologic	Coagulation disorder (thrombosis or hemorrhage)

- ❑ Several Specialists
- ❑ Several medical exams
- ❑ Delays in diagnosis

Box 2: Differential diagnosis of global developmental delay

- Infection (congenital)
- Trauma
- Exposure to toxins
- Uncontrolled seizures
- Asphyxia or hypoxic ischemic encephalopathy
- Structural brain abnormality
- Genetic, syndromic or neurocutaneous disorder
- Inborn error of metabolism
- Endocrinopathy
- Severe environmental deprivation or neglect
- Malnutrition or failure to thrive

Underrecognized



**BARRIERS IN ACCESS TO MEDICAL
AND SOCIAL SERVICES**

OUTLINE

- INTRODUCTION ABOUT RARE DISEASES (RD)
- THE CDG PATIENT'S VOICE
- LIVING WITH CDG

The CDG Patient's Voice



Links from different associations:

Portugal: <http://sindrome.cdg.orgfree.com/>

Spain: http://webs.ono.com/aescdg/SINDROME_CDG/Bienvenidos.html

France: <http://www.lesptitscdg.org/>

USA: <http://www.cdgfamilynetwork.org/>

Canada: <http://www.thefog.ca/>
<http://thelittlefightersfoundation.com/>

Germany: <https://www.cdg-syndrom.de/>

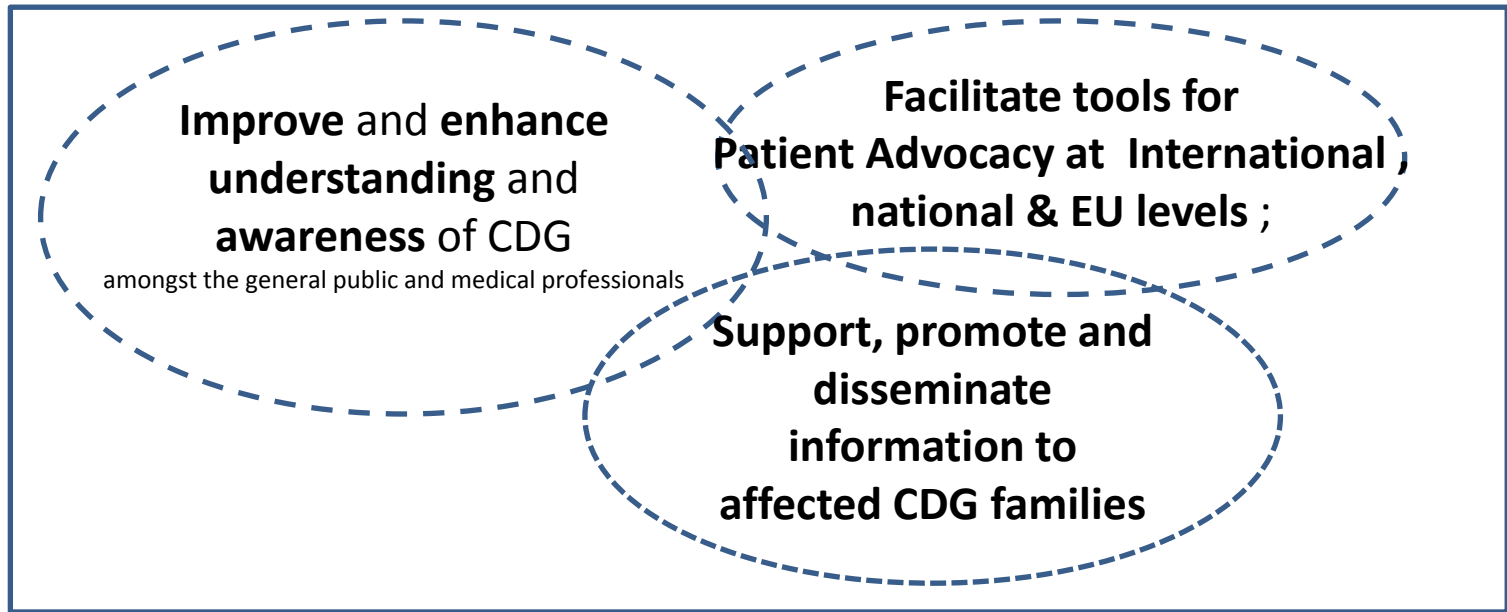
Denmark: <http://www.cdgforeningen.dk/>

Sweden: <http://www.cdgs.se/>

CDG active patient representatives nucleus:

Netherlands, UK, Ecuador, Brazil, Finland, Australia

The CDG Patient's Voice aims to:



FINAL GOAL:

TO INCENTIVE AND SUPPORT RESEARCH



http://www.freedigitalphotos.net/images/view_photog.php?photogid=1152



www.freedigitalphotos.net/images/view_photog.php?photogid=2280



http://www.freedigitalphotos.net/images/view_photog.php?photogid=151

**TO ESTABLISH A CDG NETWORK: PATIENTS, RESEARCHERS
AND MEDICAL DOCTORS=RESULT!**

Examples of CDG patient organizations initiatives:

Rare Disease Communities helps patients to understand their condition, connect with other patients and provides tools for living with their diseases

Understand.

Daily life with a rare disease.

- Browse patient testimonies,
- Share images & photos,
- Find explanations,
- Contact patient associations

Meet!

Connect with other patients.

- Start conversations,
- Interact with others,
- Ask questions,
- Meet other patients or families

Learn.

Learn more and find resources.

- Contact expert patients,
- Become informed,
- Download,
- Find information adapted to your needs

Member's Story

Newly Diagnosed

from the
Multiple Myeloma Community

Recent discussion

Behavior Problems

from the
Prader Willi Syndrome Community

New document

Psychiatric Issues in PWS Presentation

from the
Prader Willi Syndrome Community

Visit a community

AHUS

CAPS

Fièvre Méditerranéenne Familiale

Multiple Myeloma

Custom Rare Disease Search Engine

Search 

No online community for your area of interest yet?

Use this search engine to search the following websites: [eurordis.org](#), [orpha.net](#), [rarediseases.org](#) and [rarediseases.info.nih.gov](#). More info about these

Announcements

**8th International PWS
Conference - 11th - 14th July
2013 - hosted by PWSA (UK)
Event, from 11 to 14 July 2013**

Fitzwilliam College, Cambridge. If you are interested in receiving updates about the conference programme, please email [jw at...](#)



<http://www.rarediseasecommunities.org/en/community/cdg>

Examples of CDG patient organizations initiatives:

❑ Scientific ,medical and family Meetings

I Luso-Hispanic Meeting for Congenital Disorders of Glycosylation Barcelona , 21-22 of October 2011

Day 21 October

20.00: Welcome dinner

Day 22 October

8.30-9.00: Bring kids to kindergarten (The volunteer service is kindly offered by Cruz Roja)

9.00-11.00: "CDG Syndrome: Past, Present and Future"

Conference by

Dr Joshi Joelle (Pediatric Department and Professor at the Faculty of Medicine at the University of Leuven, Belgium)

Dr Ben Pérez-Cuevas (Neurology department, Hospital Sant Joan de Déu, Barcelona, Spain)

Scientific collaborator: Dr Rafael Jurisch (Clinical Biochemistry Department, Hospital Sant Joan de Déu, Barcelona)

Coffee

11.00-11.30: "The Hispano-Luso-Argentina landscape about CDG Syndrome"

11.30-13.00: Round table with:

Dr Marcelino Prieto (Neuropediatrics department Hospital Sant Joan de Déu, Barcelona, España)

Dr Dulce Queiroz (Genetic biochemistry Unit, Instituto de Genética Jacinto Magalhães, Portugal)

Dr Paz Briones (Molecular Genetics and Biochemistry Unit, Instituto de Biología Clínica, España)

Dr Carlos Arregui (Researcher at Centro de Estudios de las Herencias por Congenitas, Facultad de Ciencias Médicas, Universidad Nacional de Córdoba (UNC) - Argentina)

Scientific collaborator: Dr Vilasaca (Clinical Biochemistry Unit, Hospital Sant Joan de Déu, Barcelona, España)

13.00-15.00: Lunch at Casa del Mar

15.00-16.00: "The clinical manifestations of CDG Syndrome: Prevention and treatment. Part I"

Round table with:

Dra Ruth García-Ramírez (Gastroenterology, Hepatology and child nutrition department, Metabolic Diseases Unit, Hospital Sant Joan de Déu, Barcelona)

Dr Luis Terreros-Corral (Orthopedic department at Hospital Sant Joan de Déu, Barcelona)

Scientific collaborator: Vanessa Ferreira (Portuguese and Spanish CDG Syndrome Association)

16.00-17.30: "The clinical manifestations of CDG Syndrome: Prevention and treatment. Therapies. Part II."

Round table with:

Dr Ben Pérez-Cuevas (Genetic diagnosis of inherited metabolic disorders Department, Universidad Autónoma de Madrid, España)

Dr Joshi Joelle (Pediatric Department and Professor at the Faculty of Medicine at the University of Leuven, Belgium)

Dr Ben Pérez-Cuevas (Neurology department, Hospital Sant Joan de Déu, Barcelona, Spain)

Scientific collaborator: Dr Ginep (Molecular Genetics and Biochemistry Unit, Instituto de Biología Clínica, España)

Coffee

17.30-18.00: "CDG Syndrome Brainstorming with families, Researchers and Medical Doctors": fundraising, practical

guide for CDG families, future research projects, establishment of collaborations between the key

stakeholders, etc...

20.15: Dinner at "La Casa del Mar"



Where: Casa del Mar
Calle Albareda, 1-13
Barcelona

Meeting directed to CDG Syndrome
Medical doctors, Researchers and
families!

Organizers:



Collaborators:



Contact:
Vanessa Ferreira
sindromeedg@gmail.com

Note: The conference will be mainly in Spanish and Portuguese
(although the slides will be in English).

Glycokids CDG – Family-Meeting 2011



JORNADAS CONOCER MAS SOBRE LAS ENFERMEDADES RARAS

9 de Octubre en Barcelona



Organizan:



Examples of CDG patient organizations initiatives:

Information/Dissemination for families, Medical Doctors and Researchers:

- Newsletter
- Access to scientific articles
- Leaflets
- Webpage
- Practical guide for CDG families



Where to Get Help and Information

The CDG Family Network is a non-profit 501 (c)(3) organization.

Our Mission

- Exchange information about CDG with families and physicians
- Identify individuals with CDG
- Raise awareness among the medical community and general public
- Encourage medical research
- The CDG Family Network sponsors family conferences, seminars, a parent contact list, an e-mail list, and a website.

The CDG Family Network

Attn: Cynthia Wynn-Gray,
P.O. Box 860847,
Plano, Texas 75074
Phone: 800-250-5273
Web: www.cdg.com

Congenital Disorders of Glycosylation (CDG)

The CDG Family Network

"Discovery is seeing what everybody else has seen, and thinking what nobody has thought."

- Albert Szent-Gyorgi

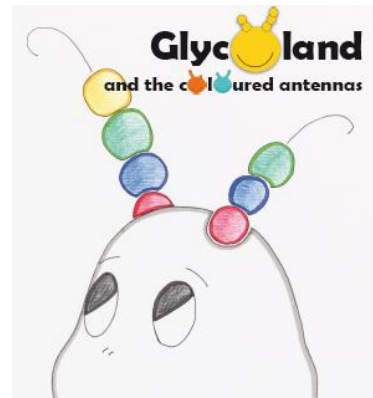
Awareness

- High School and Universities projects
- CDG Community Store

http://www.cafepress.com/CDG_Community



- Fairy-tale about CDG: Glycoland and the coloured antennas



Understanding

Families give seminars:
Having a rare disease

OUTLINE

- **INTRODUCTION ABOUT RARE DISEASES (RD)**
- **THE CDG PATIENT'S VOICE**
- **LIVING WITH CDG**

Having a rare disease: **LIVING WITH CDG**





29 month 200?

15 november 200?





- You are entering a 'new' strange world...
- ... with '1001' questions,
- But no answers what so ever!
- And the world outside keeps on going, and going and...

Finally at home..!! *Although..?!?!?*

*“...Also the feeling of **uncertainty** is coming back. **Aspecially** now that – name of the child- is sleeping in his bed for the first time. **No monitor** just to check once a while, no sister who can call a doctor. **No doctor** that checks your child. Learning to trust on what you see, learning to trust on what your hear, learning to trust your child... Just **learning to trust** on your **own intuition** makes it even more complicated”*

24-7

Non stop...

- **From living to 'survival'**

Structuring & Organizing

24-7

Non stop...

‘Our 24 hour care language’

Visiting doctors	1 hour	
‘Happiness’ hour		1
Administration	1 hour	
Houshold	2 hours	
Patients tools	2 hours	
Medication hours		3
Therapies	7 hours	
Taking rest & sleep	12 hours	7

“What did you miss??”



‘Questions & answers’ don’t match!!

supply and demand do not exclude each other

Protocols
Rules
Management
Laws
Agreements
Regulations etc...



**knowledge and experience is up
for grabs...**



Knowledge and experience of
Parents



Thanks to:

❖ Families and members

❖ We are grateful to

**You can mention research
and medical groups from
your country that are
involved in CDG research**

Sources of photos:

- Slide 5: from the left to the right
 - http://www.freedigitalphotos.net/images/view_photog.php?photogid=1499
 - http://www.freedigitalphotos.net/images/view_photog.php?photogid=345
 - http://www.freedigitalphotos.net/images/view_photog.php?photogid=809
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Before starting the awareness and dissemination talks

- Think on the targeted places where you plan to do the awareness and dissemination activities
- Send them a letter explaining who you are and the goals that you want to achieve;
- Inform us about the GREAT results that you got with your activity by sending an e-mail to cdgawareness@gmail.com

CDG AWARENESS AND DISSEMINATION KIT :

- Kit materials include:
 - ☐ A powerpoint with an introduction about Rare Diseases and Living with a Rare Disease (CDG in our case)
 - ☐ Fundraising and Conference presentation course

**For CDG AWARENESS AND DISSEMINATION KIT materials, please contact:
cdgawareness@gmail.com**

CONGENITAL DISORDERS OF GLYCOSYLATION (CDG) AWARENESS AND DISSEMINATION PROJECT

QUESTIONS ABOUT PRESENTATION SUPPORT CONCERNING:

- **INTRODUCTION ABOUT RARE DISEASES (RD)**
- **THE PATIENT'S VOICE**
- **CONFERENCE PRESENTATIONS COURSE**

CONTACT: Vanessa Ferreira (sindrome.cd@gmail.com)

- **HAVING A RARE DISEASE: LIVING WITH CDG**

CONTACT: Bas Holten (basesdownunder2003@hotmail.com)

TUTORIAL FOR FUNDRAISING:

- **SIMPLE STEPS FOR FUNDRAISING SUCCESS**

CONTACT: Andrea Berarducci (maui911@yahoo.com)

CONGENITAL DISORDERS OF GLYCOSYLATION (CDG) AWARENESS AND DISSEMINATION PROJECT

In each of the following slides, we suggest some sources of information and ideas about what you may want to discuss and highlight in your presentation...

Be aware that some information should be adapted to the country where you live. Thanks!

SKYPE FOR HELP IN ORAL PRESENTATION PREPARATION:

Skype name: cdgawareness

**PLEASE IF YOU USE THIS
AWARENESS MATERIAL
WE KINDLY REQUEST YOU
TO MENTION AS
SOURCE:**

**CDG AWARENESS DONE BY
CDG PATIENT'S VOICE**



TUTORIAL FOR FUNDRAISING:

▪SIMPLE STEPS FOR FUNDRAISING SUCCESS

CONTACT: Andrea Berarducci
(maui911@yahoo.com)

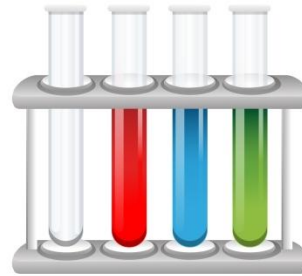
CDG PATIENT'S VOICE

AIMS:

TO INCENTIVE AND SUPPORT RESEARCH



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**TO ESTABLISH A CDG NETWORK: PATIENTS, RESEARCHERS
AND MEDICAL DOCTORS=RESULT!**

Simple Steps TO Fundraising success

Sources of Funding - Overview

- Individuals
- Foundations – Large, Community, Corporate
- Corporations – Large, Community-based
- Government

Fundraising Basics

- Set a goal
 - Identify the need
 - Be clear about what the money will be used for
- Target an audience
 - Know or learn who your audience is
 - What will attract your audience to the cause?
- Formulate a plan
 - How much money do you want to raise?
 - Who will be donating toward the cause?
 - Who can help you put this plan/event together?
 - What is a realistic time frame?

Fundraising Options

- Auctions
- Selling merchandise / services
- Themed breakfasts / dinners
- Run/Walk/Bike – athons
- Events with a twist... comedy night, trivia night, bowling events, dance-a-thons
- The “Non-event” event
 - A mailing or solicitation in place of an actual event
 - Cash cans, percentages of breakfast / dinner sales, etc

Selecting the “Right” Fundraiser

- Group dynamics
 - Research your target audience
 - “Think globally, act locally”
- Establish a time frame
 - Consider time, money and resources available
- Consider costs
 - Network! Look for those who may be willing to donate goods and/or services toward your fundraiser
- Identify resources
 - What materials are needed? What manpower is needed?
 - Spread tasks among volunteers according to experience, strengths and capabilities

The Details of the Fundraiser

- Identify a location – look for donated space, work with the venue coordinator
- Setting the “right” date – prepare for “seasons” and weather considerations, if applicable
- Organizing and recordkeeping – be accountable, track donors, and collect contact information for follow-up!
- Finding volunteers – who and how can people help?
 - Churches, civic groups, schools, etc
- Set a schedule
 - Be comprehensive, include details, track progress
- Invitees and special guests
 - Think of anyone who will draw the audience to the cause
- Contingency plans – always have a back-up plan

Community Fundraising

- Involving the community – focus on everyone, not just the “big” players in the community
- Make things happen – start small, get people on board, and build group enthusiasm
- Work with your community Board – build awareness
- Find local sponsors – find sponsors, co-sponsors and make opportunities for recognition
- Promote locally – pre-event coverage as well as post-event coverage; give yourself at least 3 months to promote your fundraiser
- Social networking – post event information, pictures, videos and blogs

The Budget

- Assess costs – “Raising money costs money”
 - Typical expenses – food/refreshments, speakers/equipment, travel/lodging, items to be sold/raffled, event supplies
- Budget for expenses – Determine how you will spend money and how you will make money
 - Sell tickets, hold raffles, auction items, etc
- Find sources of funding
 - Develop a list of prospects
 - Individuals, businesses, civic organizations, government agencies, foundations and trade associations

Fundraising Tools

- Communication infrastructure
 - Determine how technically savvy your group is
 - Identify technology available to the group, as well as budget or equipment that will be necessary for your communication strategy
- Know who to contact
 - Make a list of contact persons for each aspect of planning
- Using a website for fundraising
 - Post pictures, videos, interviews and blogs
 - Social networking, email and facebook
- E-fundraising
 - Low cost way to generate revenue in support of a specific cause
 - Causes.com, Justgive.org, etc

Spreading the Word

- Advertising – Define your advertising needs:
 - Radio – PSAs, on-air interviews/appearances
 - Internet & Email – post stories, pictures & videos
 - Online newsletters – always link back to your website
 - Signs, Flyers and Posters – simple, clear and strategic placement
 - Promotional Activities – free giveaways, kickoff event, photo opportunities and print stories prior to the event
 - Print – use community resources, newspapers, grocery stores, community centers, etc
 - Visual Marketing – “A picture is worth a thousand words”
 - Design the graphics, text and photos for your event in a visually appealing and clear way
 - Hire or recruit a professional to donate services to help

Alternative Ways of Fundraising

- Foundations
- Corporations
- Grants
- Other major donors

Foundations

- Can be public, private, corporate or government foundations
- Typically fund worthwhile causes and activities including educational, scientific, environmental, political and charitable needs
- Foundations are typical funders of special projects and do not fund ongoing operating expenses
- Seeking foundation grants require well established plans and submission of a proposal, including measuring evaluation and follow-up
- Research the Foundation Center – www.fndcenter.org

Corporations

- Approaching Corporations
 - Who do you know?
 - Build relationships
 - Give something back – public image, corporate recognition
- Employee Donations
 - Many companies have employee contribution programs or “matches”
 - Contact the company’s Human Resources and to discuss matching gift programs (either adding to or establishing a new one for your cause)
- The United Way – currently contributes to 1,300 community-based organizations

Grants

- Finding grants
 - Do your research, be aware of geographical restrictions, guidelines of the funder, application criteria and whether your needs are a match for the funding programs available
- The application process
 - Collect data, be specific, state your cause, following grant guidelines, develop collaborations and support, prepare the presentation
- Timing and follow-up
 - Grant funding is competitive, prepare reasonable time-lines
- Corporate grants – make sure that your cause is a good match for the corporation
- Federal grants – search for grants applicable to your cause;
www.grants.gov

Measuring Success

- Evaluate fundraising efforts – post-event evaluations... “what worked” and “what needs improvement”
- Evaluate the process – did you make the right choices, what are areas that you can measure for future success
- Make improvements – seek feedback, judge your weak points, focus on the positives
- Fundraising wrap-up – maintain a log of resources and event highlights, prepare for the future, report results
- Say “thank you”, “thank you”, “thank you” to everyone who helped make your event successful, ensure that proper acknowledgements are made for “repeat performances”!

Conference presentation Course



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- **IDEAS TO REACH A GREAT TALK**

Tutorial by Vanessa Ferreira
(sindrome.cd@gmail.com)

Points to consider:

- Effective public Speaking
- Anatomy of a seminar
- Common mistakes in slide preparation

Effective public Speaking

- ❑ Voice Projection

(Speak loud and clear, but dont shout!)

- ❑ Make eye contact with your audience

- ❑ Be animated and enthusiastic about your work

To avoid this:



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How Do I Motivate Others?

- Verbalize an Inspiring Vision and Mission
- Project a Courageous Spirit
- Behave with Enthusiasm

Anatomy of a seminar

- It's important to structure your content!
- Structure helps memory and orientation.



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Anatomy of a talk

It's like a sandwich!



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INTRODUCTION

BODY OF THE TALK

- EVIDENCE
- INFORMATION
- ARGUMENT

CONCLUSION

INTRODUCTION

- Name / Role
- Purpose of Conference
- Agenda
- Elucidate the public if they can interrupt you during the talk or if the questions should be at end

INTRODUCTION

- **Your purpose and/message**
 - What will they learn once they leave your talk that they do not have now?
- **Importance of the message**
 - Why should they bother?
- **Orientation**
 - Starting point, what will be covered, where end?

BODY OF THE TALK

To organise your:

- EVIDENCE
- INFORMATION
- ARGUMENT

Into a logical flow.

CONCLUSION

- State message (again)
- Summarise
- Why it is important
- Thank them (motivate the audience to questions!)

SECRET IS....

PLAN

PLAN

PLAN



PRACTICE

PRACTICE

PRACTICE

Common mistakes in slide preparation

- Time: 1 minute per slide! And do not prepare long talk (25-30 minutes)
- Choice of font and point size
- Choice of text color
- Improper use of animation

Choice of font and point size

- 24 point font use for text
- 32 point font use for list of points
- 48 point font use for titles

Choice of text color

- In fact the option to use color is very subjective. Although, it is important to be aware about the combination of colours that you use:
 - Blue and black it is is a terrible combination, like yellow and white

Then, we cannot forget that 7% of male population is red/green blind

Improper use of animation

- Use the animation only when required, otherwise it can distract.
- And make sure that you trained the use of the animation .

GOOD LUCK!!!!!! AND....



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Bibliography:

Smith R. How not to give a presentation. *British Medical Journal*, 2000, 321:1570–1571.

<http://www.weizmann.ac.il/mcb/UriAlon/nurturing/HowToGiveAGoodTalk.pdf>