XCELERATE TRAINING INSTITUTE

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FUNDRAISING AND GRANTS MANAGEMENT

Major Gifts and Philanthropy Training Course

Securing Transformational Gifts from High-Net-Worth Donors

DURATION	LANGUAGE	FORMAT	COURSE CODE
3 days	English or Arabic	Classroom / Online	FGM-104

Upcoming dates

Dates	Venue	Format	Fee
18 – 20 Jan 2027	Dubai	Classroom	€2,600
26 – 28 Apr 2027	Geneva	Classroom	€3,200
14 – 16 Jun 2027	Live online	Online (live)	€900
5 – 7 Jul 2027	Istanbul	Classroom	€2,600
11 – 13 Oct 2027	Kuala Lumpur	Classroom	€3,900
20 – 22 Dec 2027	Live online	Online (live)	€900

Register or ask a question

Online: x8ti.com/course/major-gifts-and-philanthropy-training-course/

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Major Gifts and Philanthropy Training Course

Introduction

A small number of major donors often provide most of a non-profit's income. Securing major gifts requires careful research, relationship building, tailored proposals and skilled conversations.

This course covers the full major gifts cycle, from identifying prospects and cultivating relationships to making the ask, closing gifts and stewarding philanthropic partners, with attention to family philanthropy in the Gulf.

Learning Objectives

By the end of this course, participants will be able to:

- Understand major donor motivations and philanthropy trends
- Identify and research major gift prospects
- Plan cultivation strategies
- Prepare and make major gift asks
- Close and document major gifts
- Steward major donors for long-term relationships

Training Methodology

This course combines short expert presentations with practical exercises, case studies from the Gulf and international organisations, group discussions and work with real templates and tools. Participants are encouraged to bring examples from their own work so that the learning can be applied immediately.

Participants plan cultivation strategies and practise major gift conversations in role plays.

Benefits for Your Organisation

- Larger, transformational gifts
- A strong major donor pipeline
- Professional, ethical donor relationships
- Sustainable funding for key projects

Benefits for You

- Major gift fundraising skills
- Confidence in high-level conversations
- Prospect research techniques
- Practical tools for pipeline management

Who Should Attend

This course is designed for:

- Major gifts and development officers

- Fundraising directors
- Non-profit CEOs and board members
- Foundation and endowment staff
- University and hospital advancement teams

Course Outline

Day 1: Major Gift Philanthropy

- Philanthropy trends and family giving in the Gulf
- Donor motivations
- Prospect identification and research
- Pipeline management
- Ethics and confidentiality

Day 2: Cultivation and the Ask

- Cultivation strategies
- Involving leadership and volunteers
- Preparing the proposal
- Making the ask
- Role plays

Day 3: Closing and Stewardship

- Handling objections
- Gift agreements and naming opportunities
- Stewardship and recognition
- Legacy and endowment giving
- Action plan

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Registration Form

Major Gifts and Philanthropy Training Course

Preferred dates: ..... Venue or online: .....

Duration: 3 days Language: .....

Please complete and email this form to us, or register online. We confirm your place and send the invoice within one working day.

Delegate information

Full name (Mr / Ms / Dr / Eng): .....

Position: ..... Telephone / mobile: .....

Official email: ..... Personal email: .....

Company information

Company name: .....

Address: .....

City / country: ..... VAT / tax number: .....

Person responsible for training & development

Full name (Mr / Ms / Dr / Eng): .....

Position: ..... Telephone / mobile: .....

Email: .....

Payment

☐ Please invoice me ☐ Please invoice my company

Signature: ..... Date: .....

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Register online
Open the course page