

Trusts: It's All About Trust.

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“O Quam Pretensioso”



Things I've Found Out Over The Years

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Contents

- Lavinia
- Sybil
- Charles
- Hommy
- Karen
- Donald
- Isabel & Katharine
- Martin
- Patrick
- David & Alison
- Lucy
- Philippa



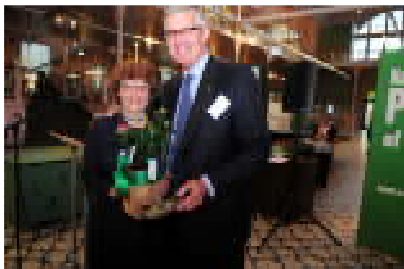
Chatham House Rule

- "When a meeting, or part thereof, is held under the Chatham House Rule, participants are free to use the information received, but neither the identity nor the affiliation of the speaker(s), nor that of any other participant, * may be revealed".

* DE addition – "nor that of persons featured in my presentation – or else"



Lavinia



Oh, I knooooow



ChildLine
0800 1111

NSPCC
Quality in children's care since 1985

Charles



ChildLine
0800 1111

NSPCC
Quality in children's care since 1985

Hommy



ChildLine
0800 1111

NSPCC
Quality in children's care since 1985

DONOR + GREAT FUNDRAISING = PROTECTING CHILDREN

Donor Plus Principles:

- **Passion and Inspiration**
Be passionate, inspired and proud of your work
- **Understanding donors**
Seek first to understand, then to be understood
- **Open hearts, open minds, then open chequebooks**
Engaging hearts and minds comes before asking for money
- **People give to help people**
We link donors to the cause they want to help
- **Donors are our partners in our work**
We must treat donors as partners in helping our beneficiaries
- **Donors are for life**
Relationships should be lifelong and develop over time



Donald



"There are known knowns.
These are things we know that we know. There are known unknowns. That is to say, there are things that we know we don't know. But there are also unknown unknowns. There are things we don't know we don't"



Endellion – The Universe



Photo slides



• These should always be cut outs to give a clean feel. This has a secondary effect of controlling the insertion of photo's which might not be appropriate within a generic presentation due to their specific content or feel...