

our services

training and consultancy services

fundraising

- Winning Statutory Funding
Lottery Bids
Small Group Funding
- Implementing Contracts
Organisational Marketing
Bid Submission

capacity building, policy writing and quality assurance

- ISO Project Management
Operational and Strategic Policy Writing
- Workplace Stress Audits
TUPE Law / Process Workshops

management and workforce development

- Contract Relationship Management
Quality and Performance Frameworks
- Management Development
Developing Emotional intelligence
- Effective People Management
Substance Misuse Awareness
- Criminal Justice Interventions



fundraising

Our Winning Statutory Funding course has been delivered to more than 800 delegates across the UK. It has been commissioned by national organisations such as NCH and smaller local charities seeking to build their capacity to compete. The course will enable you to develop funding strategies that will improve your ability to retain contracts and win future funding.

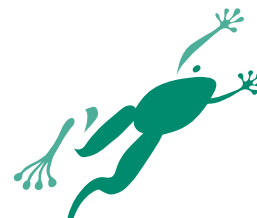
Consultancy support will help you to develop organisational and service capacity. We can assist you in all aspects of bid development, preparation and submission.

marketing

Marketing training will increase your organisations ability to sustain contracts and build customer relations. As a result you will be in a stronger position to identify and compete for new business. Training modules cover core marketing concepts such as customer relationship management, product development, purchaser behaviour, market position and competitor analysis.

Consultancy support will help you develop marketing plans, strategies, products and new market opportunities.

Our training courses are delivered over one or two days. Bespoke courses are built from a range of modular options to ensure the specific needs of your organisation are met.



bid support

We can help you through the bid writing processes. One of the most cost effective ways is to ask us to comment on submission drafts. Our expertise will provide you with an objective view to improve bid scoring and success rates. Our input will enable you to review your approach to tendering, improve your long term fundraising capabilities and reduce your need to employ consultants in the future!

We can also facilitate staff development within your organisation to review past or present bids identifying your unique selling points and areas for improvement.

retained fundraising

Good fundraisers especially in the statutory field are hard to come by. The annual cost of employing a good fundraiser often exceeds £35,000 and not all will have senior management and/or operational experience. Retained fundraising allows you to access the skills of an experienced fundraiser who will work with you to improve your funding profile as and when you need them.



applied training & management solutions



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leapfrog

Leapfrog are specialist trainers and consultants. We are dedicated to providing innovative approaches, enabling you to be more competitive and successful in tendering for, and managing statutory contracts and grants.

We provide a range of bespoke training courses and consultancy services to enhance your management and workforce capacity to win, implement and manage new contracts whilst retaining external funding.

Leapfrog has been established to enable you to benefit from the extensive opportunities to deliver central and local government services. The coming years will see some organisations achieve substantial growth as grants are replaced with contracts. Organisations will need to respond by becoming more strategic whilst investing in their capacity to secure statutory funding.

key services we provide include:

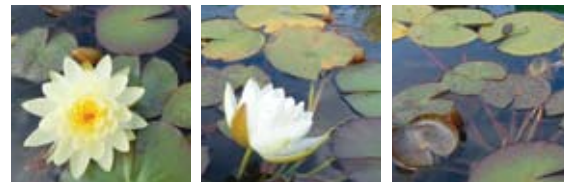
- Fundraising training and consultancy
- Marketing training and consultancy
- Capacity building, policy writing & quality assurance
- Management and workforce development

our approach

At Leapfrog we place great emphasis on delivering quality services to our clients. Our products are developed from the core skills of our Directors and Associates all of whom are also qualified trainers.

We have more than 15 years experience at an executive and trustee level of; strategy, operations, customer relations and fundraising. We understand your issues and can demonstrate success. This combination means that even a single day focussed on bidding or marketing will help to grow and strengthen your organisation, improving its sustainability for the future.

At Leapfrog our knowledge brings tangible value for you the client, achieving measurable results quickly and cost effectively to meet your business requirements. We can be retained to provide long-term support and valuable additional resources when needed.



our clients

Our Directors and Associates have delivered training and consultancy services to the following organisations:

- Alzheimer's Society
- Barnardos
- CAB (southern region)
- Carers UK
- Clubs for Young People
- CRI
- Dudley CVS
- EATA
- National Youth Agency
- Home Start - Wales
- Home Start - UK
- Leeds Carers
- Lifeline
- MENCAP
- Mental Health Foundation
- National Children's Homes
- NCVO
- Penrose
- Pre School Learning Alliance
- Project North East
- Richmond Fellowship
- RNID
- Sunderland CVS
- South Wales DIP Regional Management Board
- Workers Educational Association (WEA)

contact

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For training enquires contact Derek Smith on **07968 550 262**

For consultancy enquires contact Ray Jenkins on **07801 869 177**

