



Richard Dickins

Director

Make It Happen Consultancy



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Private Limited Company registered in England and Wales
Company No: 6206818 VAT No: 970352818



Profit

Is it good or bad?



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Charity Income

- General public/individuals (including the National Lottery) 38%
- Public or statutory sector (Local authorities, NHS etc) 36%
- Voluntary sector (particularly grant making trusts) 8%
- Trading and investments (trading, rent, investments) 12%
- Commercial sector 6%

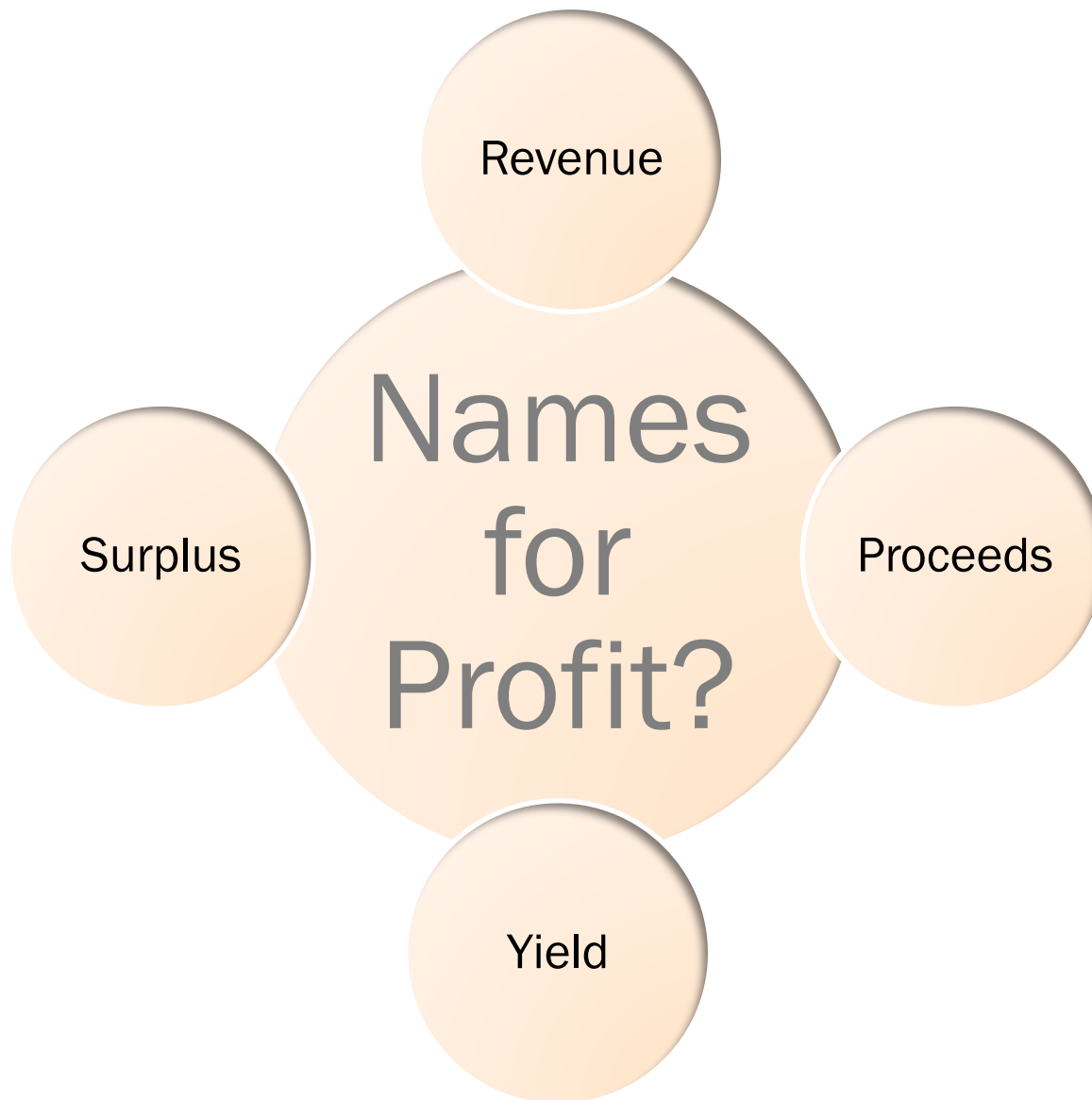


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Questions?

- Where does your income coming from?
- How are you going to continue without funding?



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Myths – Third Sector

- Can we make a profit of products and services?
- Can we invest the profit into developing our organisation?
- Can we charge a management fee?



- Developing profit is easy, developing sustainable profit isn't.



- Spreading your risk by developing different ways of generating income leads to a balanced and sustainable organisation.
- The more profit you make, the bigger difference you can make.
- Don't put all your eggs in one basket...





Enterprising Income



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THOUGHT?

Take your
passion and
make it happen!



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Thank you



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