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| Time | Section | Trainer | Materials needed |
| 6:00-6:15 | Report-backs and housekeeping | Ashley | PPT |
| 6:15-6:30 | Parameters for this class | Ashley | PPT |
| 6:30-6:45 | How to Start Your Org: Part 1   * 4 phases of startups | Neeti | PPT |
| 6:45-7:00 | Break |  |  |
| 7:00-7:40 | How to Start Your Org: Part 2   * Typical expenses * Budgeting process * Activity: What budget did you come up with? Now take a second stab at your budget using this template and what you now know. | Neeti | PPT  Template budget |
| 7:40-8:00 | Funding Models   * Circle analogy * Funding models and pros and cons (Yoli will lead a discussion, AP will take notes on white board) | Yoli | PPT  Resources Handout |
| 8:00-8:40 | Proposal Writing Deep Dive   * Components of a strong proposal * Time for writing your proposal and getting feedback | Yoli | Worksheet |
| 8:40-8:50 | Next Steps and Closing   * Final presentation guidelines: presentation to a partner org (guess what – they want to know all the same things a funder would want to know!) * Pre-work for final class: make sure you have a solid list of coalition partners | Ashley | PPT  Handout with guidelines for final presentations |