

## TOP TIPS FROM YOUR BIG LOCAL PEERS

GREENMOOR  
BIG LOCAL

MAKE IT  
HAPPEN WITH  
**Big Local**

# How to secure funding with a limited financial track record



### SPEAK TO FUNDERS:

Wherever possible, try to speak to funders before you send in a written application. Finding their phone number and developing a 'rapport' with funders can really help.



### START SMALL:

Begin by applying for smaller funds so you can develop a track record before applying for larger funds.



### UTILISE YOUR NETWORK:

Ask your network and contacts to write letters of support to include with funding applications.



### AMPLIFY YOUR EXPERIENCE:

When dealing with funders, highlight the experience of your new organisation's directors, employees and other stakeholders - particularly where they've been a part of the Big Local too. This will help funders establish a link and have more confidence in the legacy organisation.