

# Educ'ish

LIVE OUTSIDE THE LINES

[www.educish.com](http://www.educish.com) [www.educish.co.za](http://www.educish.co.za)

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## Intro To \_Community Development Consultancy

Data Friendly Version



## Intro To

## COMMUNITY DEVELOPMENT CONSULTANCY

With Phil

# Educ'ish

LIVE OUTSIDE THE LINES

# Lesson One

## *Community Development*

### **History of a Community development consultant**

I have worked in the non-profit sector all of my working life. Initially as a youth worker for 5 years, then as a project coordinator/fundraiser with a non-profit youth development organisation for 6 years. Then finally as a consultant for almost 20 years, working with a German-based child rights foundation as their country coordinator in South Africa and Eswatini. As well as providing fundraising services and support as a consultant to multiple non-profit organisations in South Africa.

### **Target market**

My target market has been non-profit organisations (NPOs) and donor organisations. My ambition was to assist organisations working with children, young people, and their families to secure financial and organisational resources, in order to expand and sustain their work. I was able to do this most effectively as a self-employed consultant.

### **The industry of Community development**

In South Africa there are thousands of consultants serving over 100,000 NPOs by providing a variety of organisational services (including fundraising, financial management, monitoring and evaluation, human resources). These NPOs receive funding from various sources includes government, local and international foundations/trusts, and individuals. Most of my work has been in working with/for local and international donors.



# Lesson Two

## *Pros and Cons of the field*

### **Career benefits**

I personally enjoy assisting organisations to secure ongoing financial resources that enables them to provide support and assistance to vulnerable children, teens, women, and families. I have worked with a range of organisations, and donors, around South Africa and Eswatini over two decades, and it has been very fulfilling to observe the positive impact of their work. I have also enjoyed being self-employed as a consultant and being in control of my own time and work schedule.

### **Struggles**

There is a lot of travelling involved which does take you away from your family for days or even weeks at a time throughout the year. It is interesting and exciting to see new places, but the downside is being away from your family.

Being self-employed as a consultant means that if you don't work, you don't get paid. So, there is pressure to minimise annual leave and not take proper sick leave compared to someone who is employed by a company.

### **External expectations and pressures**

As a fundraising consultant there is a huge pressure to raise significant funding for organisations, some of whom do not always have the funds to adequately cover the daily needs to do this work. Personally, you want to be offering a quality service to organisations, yet there are limits to what is possible in some cases. Working for a donor has the challenge of having limit funds to distribute to a certain number of organisations, so tough decisions often have to be made which can mean disappointing some while supporting others.



# Lesson Three

*Steps in the right direction*

## Informal approach

Subscribe to and read relevant articles, journals, and online newsletters - take out memberships of relevant associations (such as the South African Association of Fundraising). Participate in relevant webinars, register for a relevant certificate at a local tertiary institution or online course. Invest in a good laptop and smartphone as they are your daily tools.

## Formal strides

An undergraduate degree or diploma in a relevant field and post graduate degree, or certificate specialising in development studies/community development or a similar field is recommended. There are so many online courses and certificate to study online from institutions around the world.

## Suggestions for the up and coming

Be prepared to work independently most of the time. Be open to travel locally and internationally. Be organised and efficient with your time, and flexible.

# Feeling **inspired** – curious to get involved

Visit any of the below websites to see all of the great initiatives and work being done in the South African community. Each website caters for a specific market and will have information to get in touch if you feel motivated to do so!

<http://www.thandanani.org.za/>

<http://www.naccw.org.za/>

<http://www.ithembalethu.org.za/>

<https://www.zimelewethu.org/>

<https://www.childlinesa.org.za/>

<https://www.youthkzn.co.za/>

