

**“5TH AUTUMN REGIONAL ADVOCACY SEMINAR  
ON  
FUNDRAISING: RESOURCING PATIENT  
ORGANISATIONS FOR A STRONG PATIENT  
MOVEMENT”**

**National Working group: Analysing funding sources in Spain**

**Moderator: Carmen Netzel Riera**

**Rapporteur: XXX**

**“ A STRONG PATIENTS’ VOICE  
TO DRIVE BETTER HEALTH IN EUROPE ”**



- Key issue 1: less donor culture
- Key issue 2: people are concerned about general health issues but don't relate to small individual organizations who help managing specific conditions
- Key issue 3: competition for funding across organizations
- Key issue 4: organizations have passionate but over-worked staff who are not specialized in fund-raising
- Key issue 5: lack of net-working / coordination between patient and medical organizations as well as patient organizations themselves...leading to lack of effectiveness

# RECOMMENDATIONS

- Recommendation 1: 1 voice 1 message
- Recommendation 2: seduce the donors
- Recommendation 3: don't be embarrassed, have confirm convictions in the organizations values and work
- Recommendation 4: use new technologies effectively
- Recommendation 5: believe in our value: we are a low cost provider, creating wealth, employment and social value
- Recommendation 6: focus on the value of health

- Recommendation 7: diversify fund-raising sources (create new net-work relationships outside of government offices)
- Recommendation 8: involve all organizational members in fundraising efforts (Executive Committee, volunteers, etc)
- Recommendation 9: add value to each and every event or initiative you organize

# THANK YOU FOR YOUR ATTENTION!

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**More information:**

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