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VIBRANTE INTERNATIONAL

4600 Connecticut Ave NW, Suite 332 • Washington, DC 20008 • Tel (202) 244-0812 Fax (202) 244-0784

Ms. Sandra Thurman, Director
Office of National AIDS Policy--The White House

15 November 1999

Dear Sandy,

I am interested in giving fund raising trainings and/or women's empowerment workshops in developing countries and I hope that you will be able to refer me to the appropriate people who might be interested in either of these important areas.

At the invitation of USAID/REDSO, Center for African Family Studies (CAFS), and The Futures Group International, I was contracted to create and present a workshop on fund raising strategies and techniques for an initiative in Africa entitled *Africa Alive!* This workshop took place in Nairobi, Kenya in July for participants from eight African countries. The purpose of this initiative was to provide training in fund raising techniques to increase resource leveraging possibilities through creation of new strategies for creating partnerships to involve local businesses and corporations and to promote the concept and practice of philanthropy within the participating countries. The target is to prevent AIDS in the youth of Africa.

There is a great need for fund raising expertise in developing countries and for developing partnerships with corporations. There needs to be special emphasis on a practical application of advocacy, entrepreneurial techniques and corporate partnerships. There is also a need for women's empowerment training, as women's issues differ from men's issues in fund raising.

Over the last three months I have taken steps to "make a difference" in Africa. I am providing professional consultation regarding fund raising strategies and women's empowerment skills for NGO's from three countries--The Philip Foundation Programme (Ghana), Naguru Teenage Information and Health Center (Uganda), Kinondoni District Cluster (Tanzania). I have arranged to sponsor two 13 year old Masai girls for schooling in the Masai Mara; I have committed to ongoing financial support of the Mugima Training Centre in Nairobi which educates young Masai girls; I was instrumental in generating grant money for *Kenya Breast Health Program*. I wish to continue to promote philanthropy, local fund raising strategies, and women's empowerment in developing countries, for which I have a natural affinity.

I am seeking a contract or employment position in which I am creating and presenting workshops in women's empowerment in developing countries. Please refer me to any group who would appreciate the importance of this pressing need and who would be interested in supporting either women's empowerment or fund raising workshops in developing countries.

I would be grateful for any suggestions you can give me, as I am passionate about helping people in Africa and am eager to continue my contribution.

Warmest regards,

Susan C. O'Neal

Susan C. O'Neal, Director
Vibrante International
Tel. (202) 244-0812

P.S. We met at St. Columba's yesterday. Thank you for coming to talk to us about AIDS.

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Fund Raising Trainings in Developing Countries for Fiscal Sustainability

Vibrante International has enjoyed success designing and conducting fund raising trainings for African NGOs. These high-energy workshops promote self-esteem and personal empowerment which result in tangible change. The trainings emphasize:

- * Promotion of the concept and practice of philanthropy *within* developing countries.
- * Creation of new partnerships to involve community businesses and corporations.
- * Providing practical application of entrepreneurial techniques.
- * Facilitation of alliances with corporate partnerships.
- * Broadening the base for ongoing fiscal sustainability.
- * Specific emphasis on women's empowerment issues.

We are unique in that we offer ongoing consultations beyond the training itself providing a solid support system. **To schedule a training**, please contact:
Susan C. O'Neal, Vibrante International, 4600 Connecticut Ave. NW, Suite 332,
Washington, DC 20008. Tel (202) 244-0812; fax (202) 244-0784;
email: susaneoneal@aol.com

Don't just think outside the box. Live there!