



Top 5 Burning Questions About Invite-Only Funders

Highlights from our
FUNCAP Coffee Talk #4

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What does '**invite-only**' funders mean?

These are funders (often trusts and foundations) that **do not accept open applications**. They only fund those they invite.

As their website says:

"We do not accept unsolicited requests".



Can we still send an
application?

No prior contact or invite?

Respect the funders guidelines and
don't send a proposal.



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Is it **still worth** trying to get in touch with them?

Yes, it's worth trying. More funders are going 'invite-only' - about **1 in 2** grant-making foundations now follow this trend.

Why? Reasons include limited staff and resources, a focus on impact, and more niche funding areas.



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So how to **get noticed**?

- **Build connections first** and understand how the funder 'ticks' - LinkedIn helps!
- **Show your value** - how can you help them succeed and what could you achieve together.
- **Find your sweet spot** - understand the philanthropic 'ecosystem' where the funder moves and how you fit in.



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Are we **visible** enough?

- **Your Profile:** Is your mission clear and unique - problem, solution, impact?
- **Your Website:** Does it show the value of a potential partnership, not just ask for money?
- **Your Annual Report:** Does it highlight real impact with concrete examples of what funding has achieved?



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