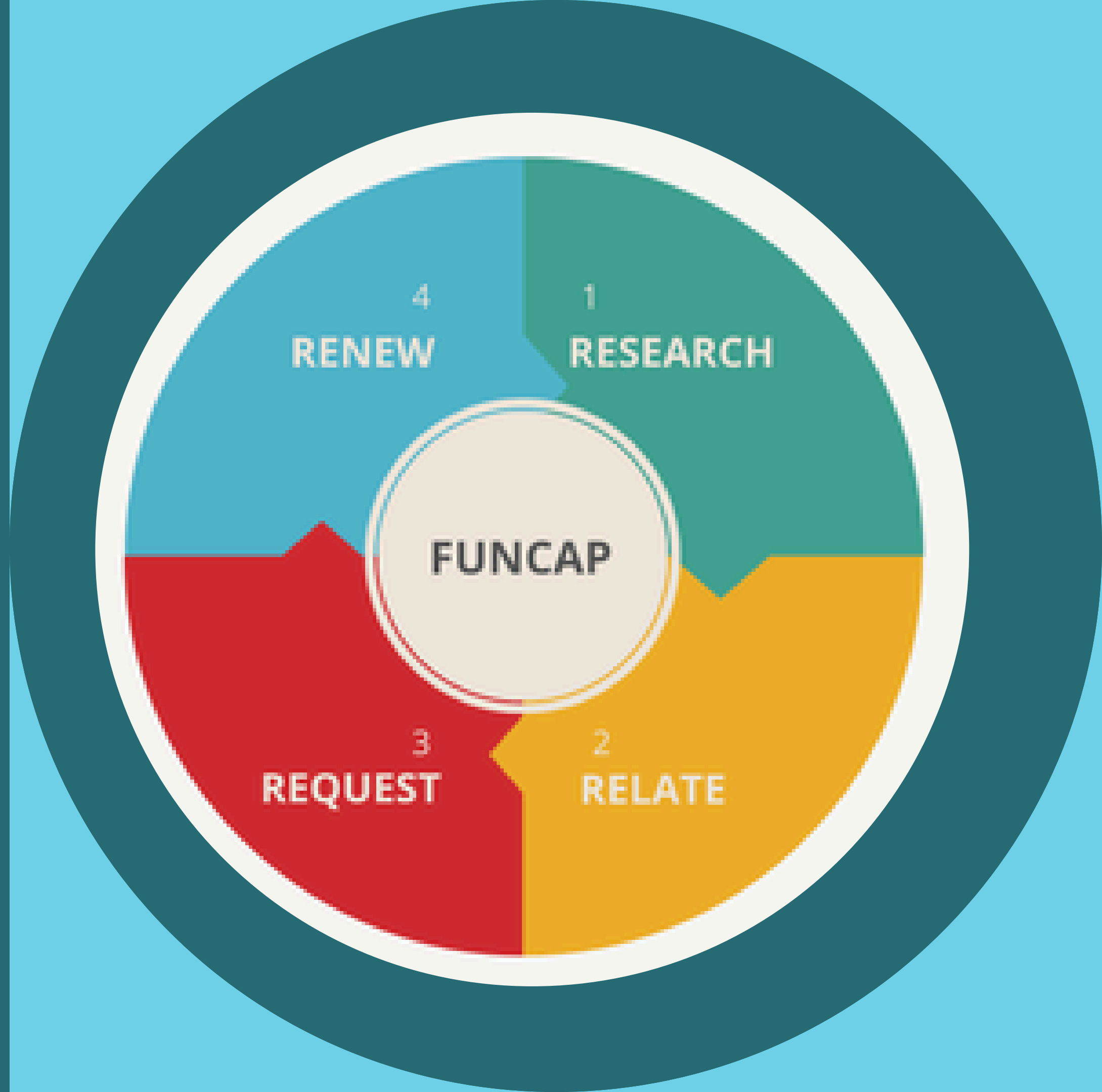


# FUNCAP COHORT 2026

Fundraising Capacity  
Development Framework

by TripleMinds

[www.triple-minds.com](http://www.triple-minds.com)



# Boosting your grant funding

Securing more grants for non-  
profits worldwide

TripleMinds is a **social business** that boosts the grant funding of non-profits working in international cooperation. We do this through training, coaching and the provision of practical tools such as our online platform TripleFunds and our Program-Model-Tool.



# Our program model



## Our Program Model

### PROBLEM

THE MAIN PROBLEM

1 out of 2 non-profits worldwide are chronically underfunded.



### SOLUTION

OUR MISSION

TripleMinds is a social business boosting the grant funding of non-profits through our FUNCAP framework built on  
(1) training  
(2) coaching and  
(3) practical tools.



### IMPACT

OUR 10-YEAR TARGET

By 2030, we want 1,000 non-profits to positively impact the lives of 10,000,000 people globally.



### VISION

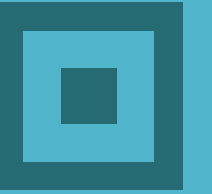
THE ULTIMATE GOAL

A world where non-profits have all the resources and capacities they need to create lasting impact.

# What is FUNCAP?



# Boosting your grant skills, systems and confidence



## FUNCAP: TripleMinds' Grant Fundraising Capacity Development Framework

FUNCAP is TripleMinds' practical, field-tested framework for strengthening the grant **fundraising capacities** of non-profit organisations. Built on 20+ years of hands-on work with NGOs, FUNCAP provides a clear, structured pathway to build the skills, systems, and confidence needed for successful grant fundraising, with a focus on international **trusts and foundations**.



# FUNCAP Cycle

At the core of FUNCAP is the 4R Model - a step-by-step process that guides organisations through every stage of the grant fundraising cycle.

**1-RESEARCH:** Understand different donor types and matches, develop your grant funding strategy and research your best potential funders

**2-RELATE:** Make yourself visible, have a clear program model, network and engage successfully with potential funders

**3-REQUEST:** Write winning grant proposals that stick using storytelling elements

**4-RENEW:** Capture and communicate your impact and renew your bond



# Blended learning approach

Combining group training and individual coaching

FUNCAP consists of two phases. The first phase (1 month) is the **training phase**, which includes one weekly group session lasting 2.5 hours. The second phase (1 month) is the **coaching phase**, during which we work on concrete outputs to improve your grant fundraising capacity.

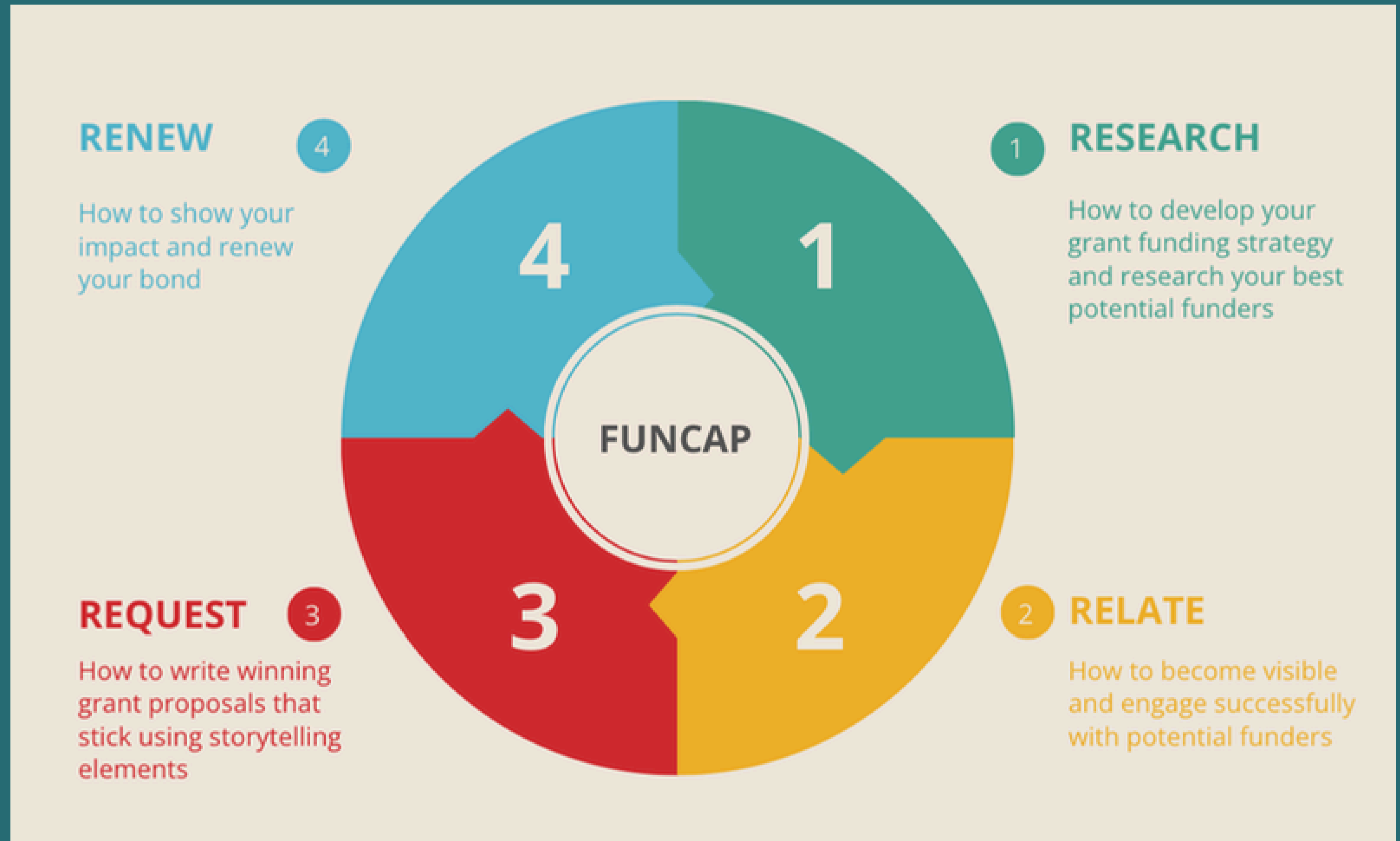


**Which  
trainings are  
included?**

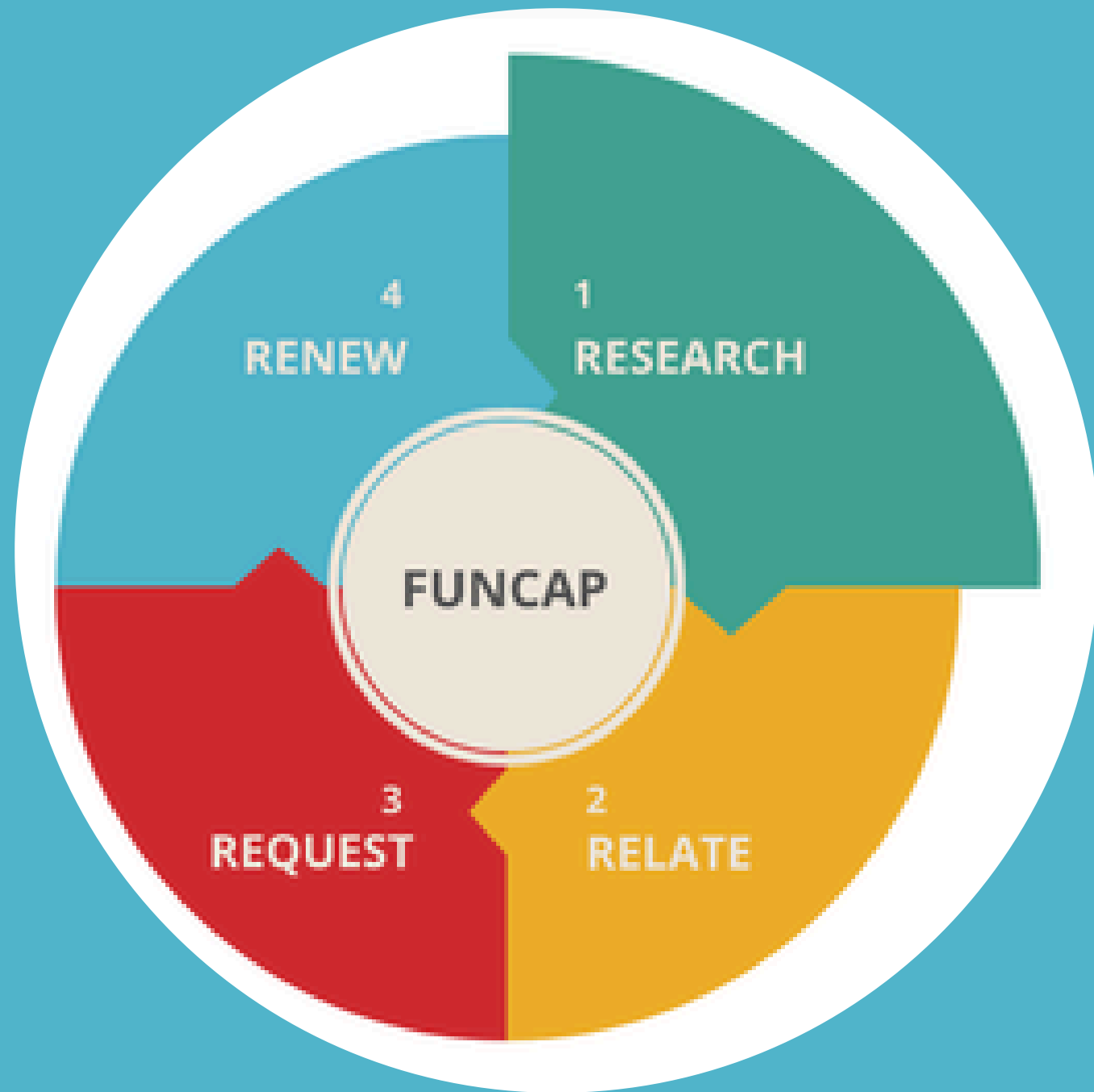
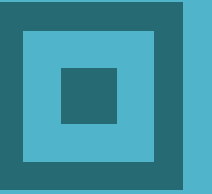


# Training

All trainings are conducted **online via Zoom** in small group settings, with a maximum of six organisations per session. Each training lasts 2.5 hours and is delivered by TripleMinds co-founders, Lisa Ringhofer and Silvia Weninger. Each session is complemented by **follow-up video content**. Taking a little time to watch these between meetings will help you apply what you have learned more confidently.



# 1-RESEARCH



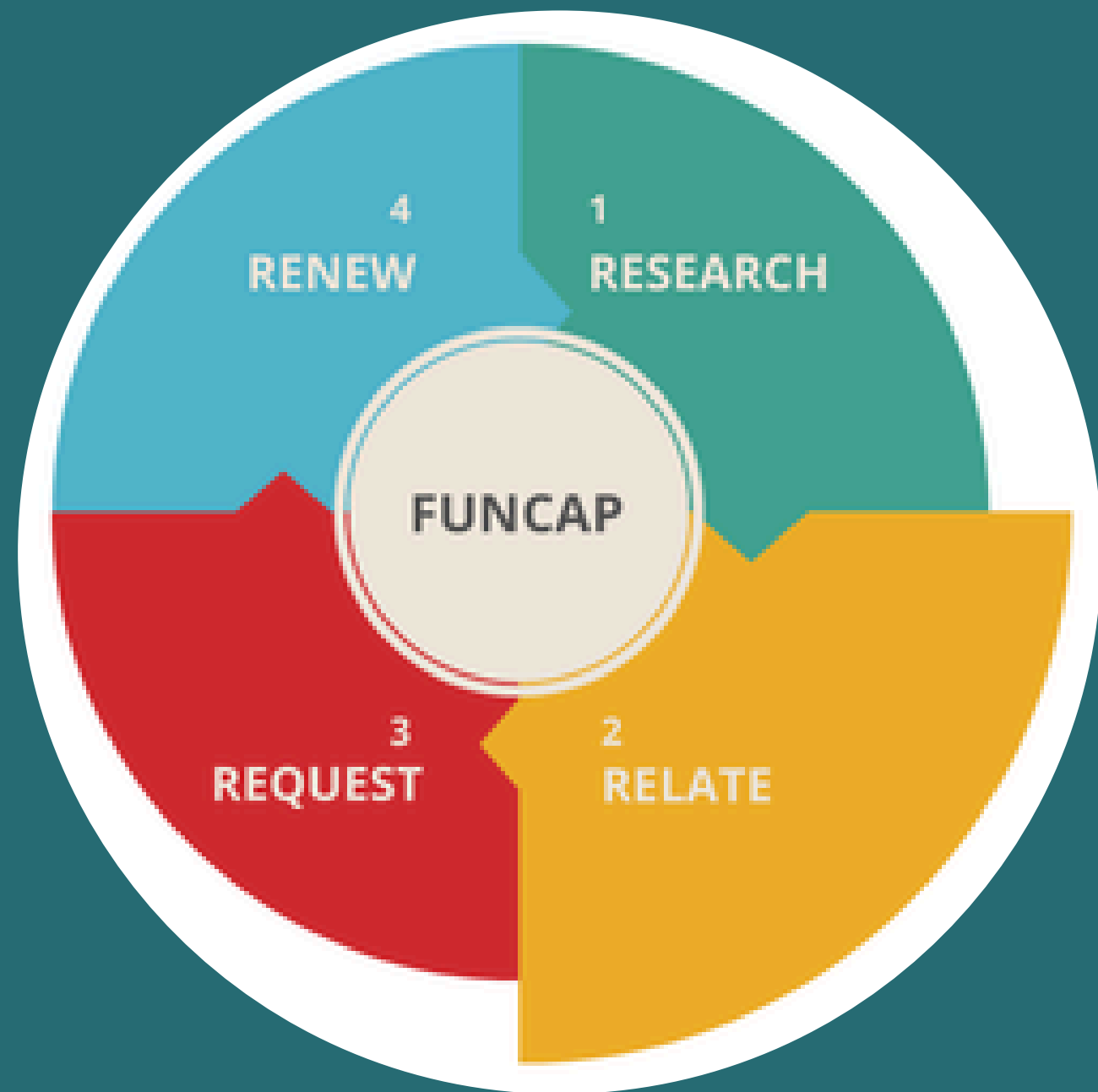
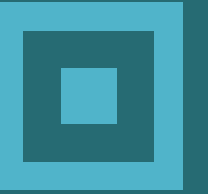
## How to develop your grant funding strategy and research your best potential funders

In this first module, you get to know the **different types of donors**, with a special emphasis on international **trusts and foundations**, and explore the latest trends shaping today's foundation funding landscape. You start developing your own practical **grant fundraising strategy** and begin **mapping** your potential **funders**.

You are also introduced to our Excel-based **FUNCAP tool**, which helps you organise and manage your research data with ease, and you receive full access to **TripleFunds**, our donor and grants research platform.



# 2-RELATE



## How to boost your visibility, network and connect successfully with potential funders

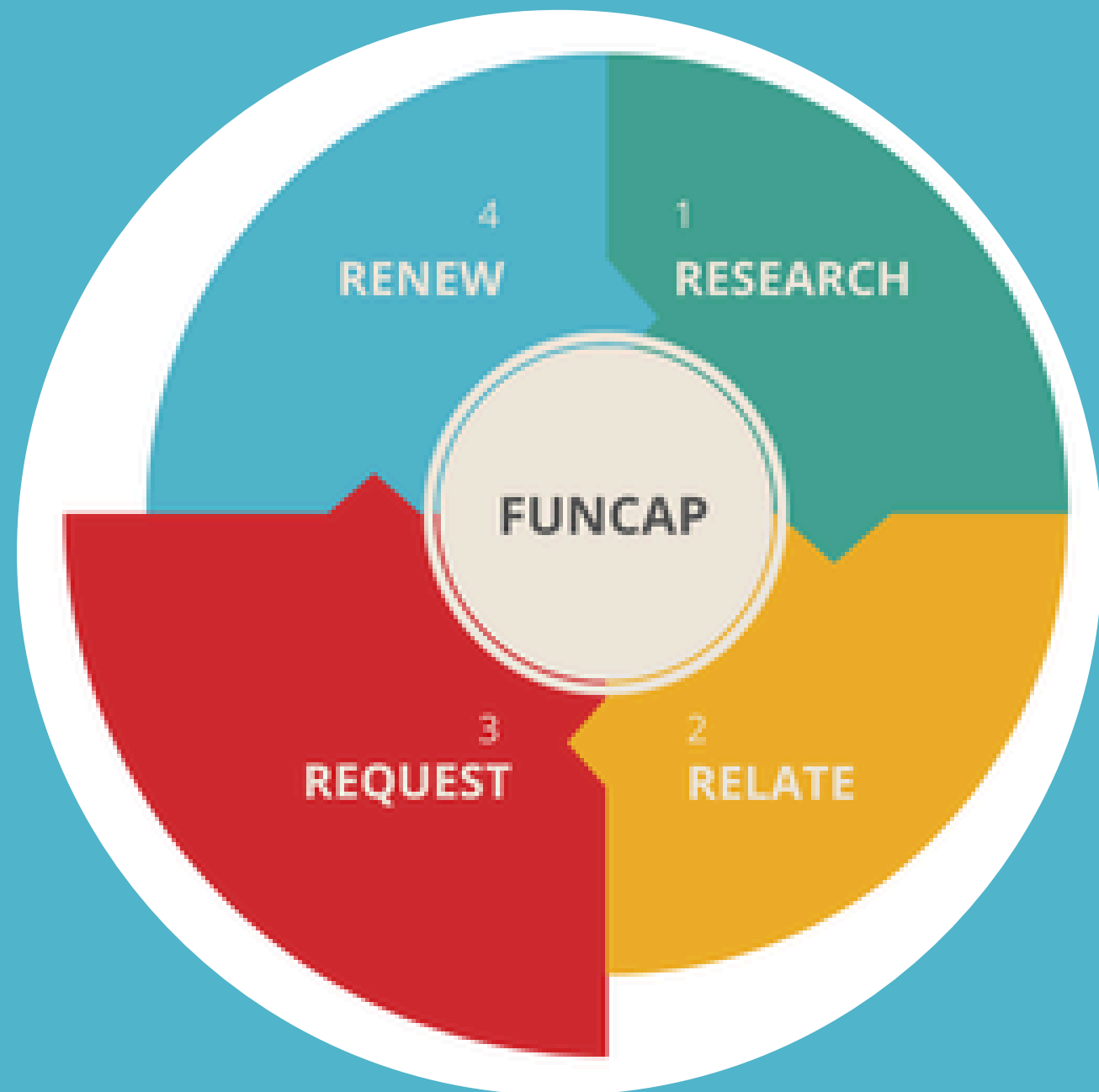
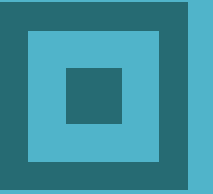
In this module, you learn how to increase your organisation's visibility and uniqueness by developing a clear **program model** that highlights the main problem you address, your unique solution, and the impact you achieve.

We explore the three key channels to present yourself to potential foundations - **your website, annual reports, and LinkedIn profiles.**

Finally, you discover how to **network and connect successfully** and your individual **moves** towards a potential partnership.



# 3-REQUEST



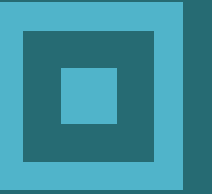
## How to write winning grant proposals that stick using storytelling elements

You learn about the **key ingredients** of a winning proposal: a compact, concise, and compelling application that will convince the funder. In addition to practicing proposal-writing skills, you will gain expertise in incorporating **storytelling** to strengthen your narrative.

Finally, we step into the shoes of the **evaluators** - mainly foundation program staff - and explore the main do's and don'ts. We also look at the use of **AI** during this stage.



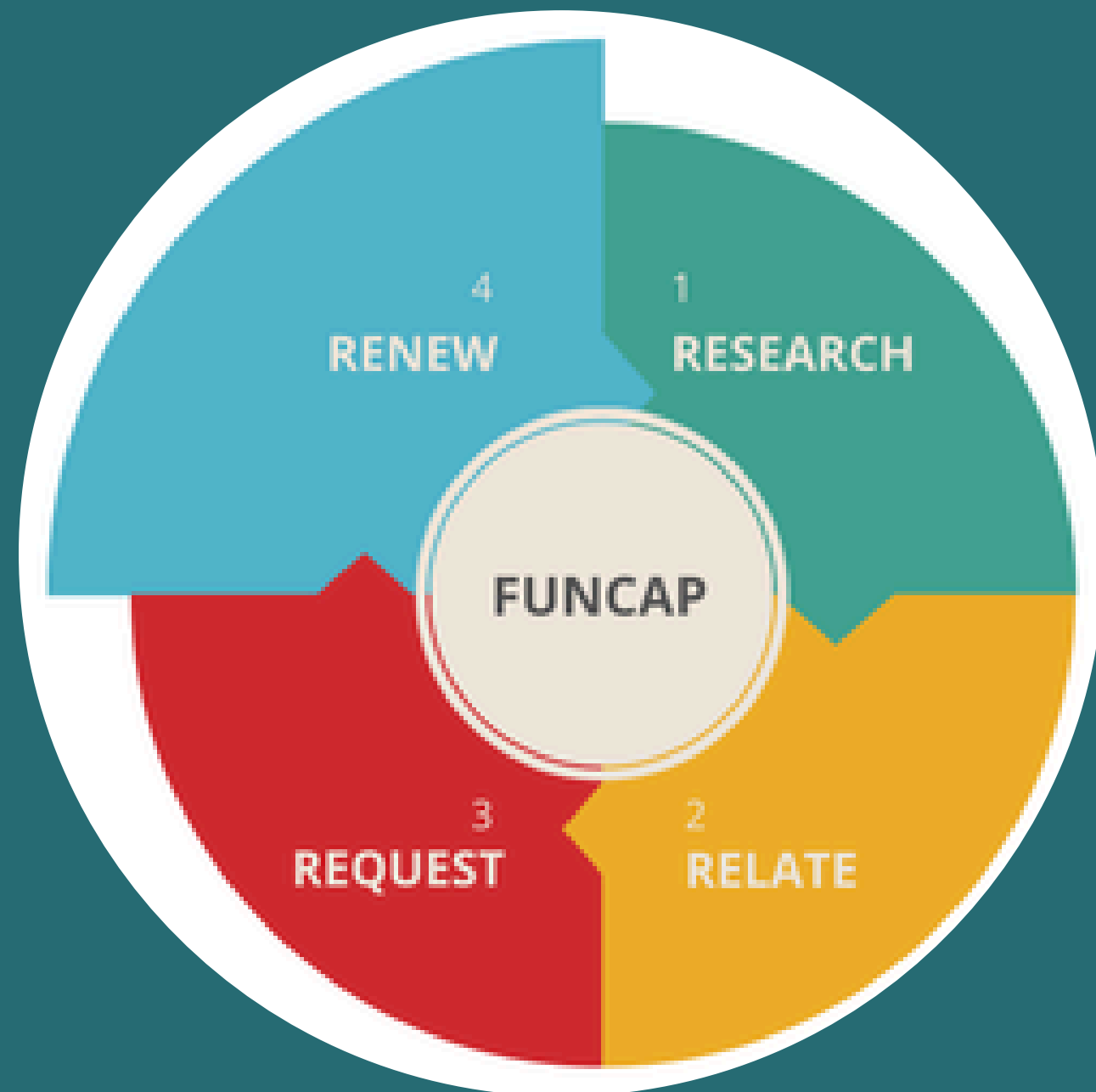
# 4-RENEW



## How to measure and show your impact and renew your bond

This module is all about **impact**. We begin by taking a deep dive into pathways of change and learning how to develop your own simple impact model, which serves as the foundation for tracking your impact. You also explore easy-to-use, **participatory methods** for capturing change and learn effective ways to communicate your impact.

In addition, we look at **fresh ideas** for staying regularly connected with your funders. Finally, you receive concrete suggestions on how to **deepen and renew your partnership** with funders, taking the relationship to the next level.

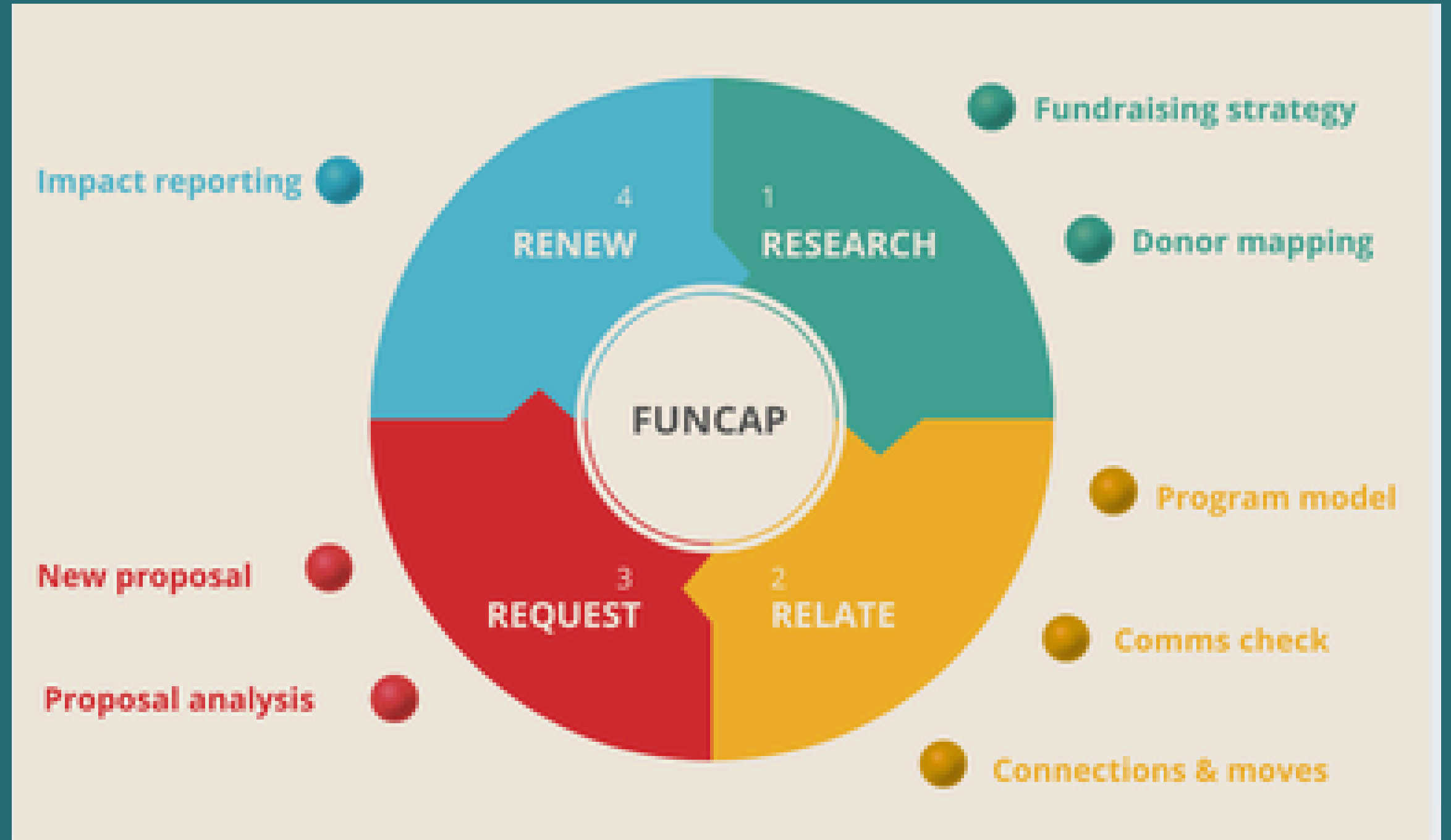


**Which  
coachings are  
included?**



# Coaching

You can select **4 individual coaching sessions** from the 8 available. Each session is one-on-one with your team, and you may include as many team members as needed. Coachings are conducted **online via Zoom** and last 1.5 hours. During these sessions, we work on **concrete outputs**, such as your program model, LinkedIn profile, funding proposals or impact models.



# Coachings for Module 1-Research

Researching your best potential donors

## #1 Grant Fundraising Strategy

We develop a fundraising strategy, approximately 5-10 pages long, which includes financial goals, an analysis of the different donor markets, and an activity schedule. You can use it to guide your fundraising and present a clear plan to your board and funders.

## #2 Donor Mapping

We carry out a donor mapping exercise, which involves identifying a number of potential donor matches and ranking them into hot, medium, and cold categories. You can use it to prioritize relationship building and target the right key contacts.



# Coachings for Module 2-Relate

Becoming visible and connecting

## #3 Program Model

We develop or review your program model, which outlines the main problem you are tackling, your unique solution, and the impact you are creating. You can use it for your website and social media.

## #4 Comms Check

We analyse your website, annual reports, and LinkedIn profiles, providing actionable recommendations. You can use it to increase your visibility and appeal to funders.

## #5 Connections & 5 Moves

We support you with identifying opportunities to connect with your hottest donor matches and assist you with the right outreach 'moves': LinkedIn, sector events, email, phone, meetings.



# Coachings for Module 3-Request

Writing winning grant proposals using stories

## #6 Proposal analysis

We conduct a meta-analysis of your existing grant proposals to identify patterns, strengths, and areas for improvement. You can use it to enhance future proposals and increase your funding success.

## #7 New proposal

We review a new concept note or proposal you are preparing for a specific donor. You can use it to strengthen your submission and improve your chances of success.



# Coachings for Module 4-Renew

Show your impact and create a lasting bond

## #8 Impact reporting

We help you capture and communicate your impact by creating simple, practical impact frameworks you can use across your website, reports, and social media to build trust with your potential funders.



# Dates for 2026 Cohort

## February Cohort

1. Trainings: 10.2., 17.2., 24.2., 3.3. (10.00-12.30 CET Vienna time)
2. Coaching: March 2026

## May Cohort


1. Trainings: 5.5., 12.5., 19.5., 26.5. (10.00-12.30 CEST Vienna time)
2. Coaching: June 2026

## September Cohort

1. Trainings: 8.9., 15.9., 22.9., 29.9. (10.00-12.30 CEST Vienna time)
2. Coaching: October 2026

## November Cohort

1. Trainings: 3.11., 10.11., 17.11., 24.11. (10.00-12.30 CET Vienna time)
2. Coaching: December 2026



**Seats for 2026 are limited to 24 organisations (6 per Cohort).**



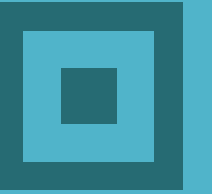
### Your investment

**INGOs: 2.400€** excl. 20% VAT (800€/person)  
**Local NGOs: 1.920€** excl. 20% VAT (640€/person)  
You can send **3 people** for this price!



# What else do you get?

---



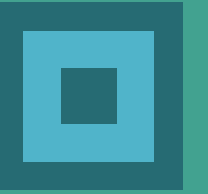
Your FUNCAP Cohort participation comes with a number of goodies:

- **Training videos and templates:** Access over 20 training videos and templates covering all four phases of the grant funding cycle.
- **TripleFunds database:** Enjoy 12-months access to our [TripleFunds](#) research database, featuring over 4,000 funder profiles, 30 webinars and more.
- **Community space:** Join our online community of practice and ask TripleMinds questions 24/7.
- **FUNCAP certificate:** Receive the official FUNCAP training certificate upon completion.

[www.triple-funds.com](http://www.triple-funds.com)



# So why join FUNCAP?



## Hear some voices from our past FUNCAP participants:

FUNCAP has helped me to widen my views and understand that for strategic FR we need to have a proactive approach and relation with donors.

FUNCAP changed my approach to fundraising on a personal level by emphasizing the importance of building authentic connections with donors.

Personally, FUNCAP has enriched my understanding of the importance of relationship building with donors in fundraising campaigns.

It made me more motivated to be engaged in fundraising and realise I need to be proactive.



To inquire or book a seat,  
reach out to us here:

---

Email

[office@triple-minds.com](mailto:office@triple-minds.com)

---

Zoom call

[https://triple-  
minds.youcanbook.me](https://triple-minds.youcanbook.me)

---

Web

[www.triple-minds.com](http://www.triple-minds.com)



# Let's connect on LinkedIn



**Lisa Ringhofer**

Helping non-profits boost their grant funding / Partneri...



**Silvia Weninger**

Helping your non-profit secure more grants through FUNCAP / Partnering with foundati...

