

# REMI HARRIS

## CONSULTING

### KEYNOTE LECTURES AND TRAINING DAYS 2015

#### **1. Get Into The YES Pile – avoid the top 5 pitfalls of failed grant applications.**

A 30-minute keynote talk that demonstrates clearly how to avoid the top 5 pitfalls of failed grant applications. Assuming that the project itself is a good one, the top 5 reasons that funding is never awarded are: non-completion of the application form, ineligibility of the applicant for the funding, budget mistakes, project being pitched in the wrong language for the funder and poor marketing and publicity plans. This talk makes the point in a memorable way, and is ideal for inclusion in a conference or group training day.

#### **2. Funder-Speak – Writing pitches that talk to your potential funder.**

A 60-minute keynote talk that explains the importance of written proposals in gaining funding, what various types of funders get from the projects they invest in and how different writing styles should be used to 'pitch' depending on whether seeking investment, crowd-funding, a loan, a grant or sponsor.

#### **3. Why Fund Popular Music?**

A lecture particularly suitable for students that summarises the current funding landscape for commercial music and sets it in its political and industrial context in the UK. What funding is available for music companies and the creation and performance of music? Why has this funding been made available? Why now? What is the impact of this likely to be on the music sector? (from 60 minutes, can be extended up to 3 hours with practical exercises). Suitable for any creative industries or music management course.

#### **4. Get It Done! A practical grant-funding training workshop**

A one-day (5 hours) training workshop which will introduce participants to grant funding for music. Topics discussed will include: an overview of funders, how grant funding works, how to check eligibility, framing your project for the funder, budget writing & match funding, marketing plans for grant funded projects, writing and completing your grant application. The workshop will include practical exercises, and participants will complete and take-away a dossier which they will be able to use to facilitate funding applications.