

HCMC INGO Quarterly Discussion Group Meeting Agenda – Friday 13th December 2019

Chair: Guro (NMA) Logistics: Phung (SCC) Notes: Bernard (MP/MQ)

The meeting was attended by 35 people of which many new faces!

Topic: Leading, Communicating & Strategic Fundraising

Soline Le - Project Director, Vietnam Dental Tourism,
External Relations VP, Swiss Alumni Association in Vietnam
Group Consul, InterNations HCMC

Brilliant strong presentation about leadership, a key issue in NGOs also.

Emphasis on how to build trust, people should feel comfortable almost as in a family.

Leadership is about trust, while management relies more on power.

A leader must have a good recognition in his/her team. With a vision so that people know where they are heading to.

The big issue for leaders is how to spark interest for successors.

In HCM/HN everything is moving very fast, so the question is how, with such speed, identify/train/delegate to new leaders?

Question: when the leadership is conservative and gives little room for development, how in this context can new leaders emerge? Probably by having a vision, confidence and achieve impact, to gain recognition.

In HCM especially people are young, dynamic and very open to change. Therefore one must give them space and scope for development, or else they will be tempted to leave.

The problem is that often people leave their organization just for a change, but fail to capitalize on their experiences. There must be strong foundations or else it becomes a waste of time and missed opportunities.

Presentation on Strategic Fundraising & Communications for 2020

from Ms. Mimi Vu - Strategic Fundraising Consultant & Advisor

One must try to understand the interest of the potential funder. For example when raising funds for scholarships, the message could be: we are all focusing on working for a better Vietnam. It is in everyone's interest to contribute to education=degree=better income=better health=better society.

Look for the win-win message.

Funding is a co-investment, not just a donation.

Adjust your message to the donor. Vietnamese donors have different habits compared to foreign funders. In a gala they will love long sessions, repeated messages, many songs and entertainment and be cajoled.

International funders may want experts, key notorious speakers, lawyers.

***Presentation of the children's rights group by Co-chair
Ms. Nguyen Thi Bao Tran (tran@nmav.org)***

It is difficult for any group to gather people but this group has managed a number of successful meetings. Interested people are invited. If anyone wants to receive invitation for the Child Rights working group meeting, please contact Ms. Tran; for those who wants to attend meetings of INGO discussion group please contact Ms. Phung (phung@saigonchildren.com).

Ms. Phung is the contact for information & joining meetings & groups. She sends this to the Hà-Nội NGO Resource Center.

Next quarterly meeting: March 2020

All invited to propose topics and speakers.