

Best Practice for Fundraising Consultants

Guidance for consultants and charities working together

Many voluntary and community sector organisations engage with consultants to benefit from specialist knowledge, adding value and expertise in areas where it is most needed. Offering a range of services and skills such as strategic planning and problem solving, consultants' relationships with organisations can take a variety of forms.

The Code addresses the consultant's relationship with the client, in regard to areas such as contracts and fees. It also stresses the importance of addressing all potentially contentious issues such as conflicts of interest, confidentiality and copyright. In situations where conflicts do arise, guidance is also provided on managing the difficulty.

Importance is placed on establishing all these terms of the relationship at the outset, ensuring that both parties retain realistic expectations of their roles and outcomes.

Other specific Codes that provide further information related to consultants in voluntary and community sector organisations are:

- [Best Practice for Fundraising Contracts](#)
- [Data Protection](#)
- [Payment of Fundraisers on a Commission Basis](#)

This Code has been developed for the use of both voluntary and community sector organisations and consultants alike, to ensure an effective working relationship.

Related Links

- [Read the full Best Practice for Fundraising Consultants Code](#)
- [Best Practice for Fundraising Contracts Code of Fundraising Practice](#)
- [Data Protection Code of Fundraising Practice](#)
- [Payment of Fundraisers on a Commission Basis Code of Fundraising Practice](#)
- [Solicitation Statement Guidance](#)
- [Office of the Scottish Charity Regulator](#)
- [Association of Fundraising Consultants](#)
- [Centre for Effective Dispute Resolution](#)
- [Contact the Policy Team](#)