



MESSAGE FROM LIN'S EXECUTIVE DIRECTOR

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Thanks to LIN
July, August and September Volunteers and Donors!

Dear LIN's friends and supporters,

One of the most frequent comments I receive from LIN's friends is that we always have a lot of activities going on at any given time. Although we take it as a positive that you are aware of the work we are doing, we also realize we could be doing a lot more to keep you updated and give you more opportunities to get involved in LIN's activities. That is why we are currently looking for a Manager of Fundraising and Communications and welcome qualified candidates who are passionate about making an impact. If you have any people in mind that match our criteria, please direct them to us.

Although we are always excited to welcome new people to LIN, we are truly sorry to say farewell to our Communications Coordinator, Ms. Tran Thi Thu Tham. Tham was highly valued by the LIN team and by our stakeholders for keeping you informed and connected with our work over the last one and a half years. We will all miss Tham and we ask you to join us in wishing her all the best on her upcoming journey.

August and September were particularly busy months as we ran our Narrow the Gap – Doing Good Together Campaign throughout August and hosted our annual Narrow the Gap Community Event on September 24th. The event served as the final step to select grantees for the second round of grants from the Narrow the Gap Community Fund 2016. Three of the six project finalists were ultimately selected by way of online, offline and panel voting. The three winners will each receive VND 150 million, which was pooled from 209 individuals and 10 organizations, so they can implement projects that address local needs:

- Hear.Us.Now's project aims to help 10% of the hearing impaired community in Vietnam (~270,000 people) integrate more with society by launching an e-learning platform that teaches English and Computer Science;
- Ceperer Hoc Mon's project will provide 48 families (204 people) in Thu Thua District, Long An Province with access to clean water; and
- Happier Group of Social Worker's project ensures that parents of children with autism and volunteer social workers will be trained and supported to

provide better care for children with autism.

It was challenging for me to vote for only one of the six project finalists and it was hard to only be able to allocate grants to three of the six. I would like to urge any corporations, foundations, institutions or individuals who have the capacity to please take a look at the three project finalists that did not secure funding and are still in need of support. Click on the links below to download their proposals or contact the LIN team for details:

- [Establish a wig library made from real hair for breast cancer and other cancer patients \(BCNV\)](#)
- [Preventing early dropout of immigrant students \(Cau Han Project\)](#)
- [Job for the Visually Impaired People \(MATA\)](#)

We would like to everyone that helped Narrow the Gap this year! Thank you to friends, old and new, who contributed funds, products or services to the Narrow the Gap campaign over the last eight weeks, including 209 individuals ([click here for the list of names](#)) and the following institution: Irish Aid, Bread for the World, Ha Vang, KIDO, ILA, GIBC, McDonalds Vietnam, Anonymous, Orient Software, MMSoft, Hoa Sen University Service Learning Center, Pandanus Resort, Uncle Jax, Arrow Printing, Rita & Phill, Xu Restaurant, 1911 Restaurant (Ha Noi), Suntory Pepsi-co, Luxury Spa, Grain Supper Club, Mekong Merchant, Murkani, Wrap & Roll Restaurant, Ticket Box, Tam Hao Restaurant, WakeitUp, RICE, and 9A Trung Son Restaurant. We would also like to thank the [93 amazing individuals](#) (you may find the list of volunteers at page 7) who volunteered their time and experience to support the campaign and event. Saving the best for last, we give sincere thanks to all of the nonprofit organizations that participated in the Narrow the Gap campaign and who commit everyday to improving the quality of life for all people in Ho Chi Minh City.

Stay tuned for an interesting and new opportunity to support LIN's work and strategy for 2017 to 2019. A special event to celebrate the achievements of our Community Partnership Initiative (CPI) participants, to highlight LIN's impact, and raise funds for LIN's work will take place on **November 26th 2016**. More details coming very soon!

Wishing you all the best,

Tran Vu Ngan Giang
Executive Director

NEWS FOR NONPROFIT ORGANIZATIONS

UPCOMING EVENTS



07/10

NPO MORNING COFFEE:
"Transparency in
Fundraising"
at Hoa Sen University



08/10

LEADERSHIP CIRCLE 2016
MEETING WITH
MS. VO THI HOANG YEN
FROM DRD VIETNAM



28/10

NPO ADVISORY DAY

LEGAL ADVICE FOR NONPROFITS: FUNDRAISING

LIN Center is receiving legal questions from the nonprofit community, which are reviewed and answered by RAJAH & TANN LCT LAWYERS on a pro bono basis. On behalf of the NPO community, we send our thanks to RAJAH & TANN for their support. If you have any legal questions related to nonprofit issues in Vietnam, please feel free to send them to Mr. Truong Son at son@LINvn.org.

Question 1. How can a nonprofit organization, without legal status (clubs, volunteer groups, networks, etc.), have a bank account under their organization's name?

Question 2. Are NPOs legally allowed to raise money from individuals and/or corporations using social media?

[CLICK HERE TO VIEW THE ANSWER](#)

E-LEARNING FOR NONPROFIT STAFF



LIN is developing FREE e-learning courses on a variety of key management topics, which are designed to support current and aspiring nonprofit professionals. Six e-learning toolkits are already completed and accessible on www.kyna.vn.

You can also join a blended learning version of each course, which provides online and offline opportunities to learn about nonprofit management from subject matter experts along with other nonprofit professionals.

These courses are overseen by the LIN team, who follow each course, connect participants to subject matter experts and provide additional resources as requested.

So far, LIN organized two blended learning courses on “Human Resources Management for Nonprofits” (for 104 participants) and “Nonprofit Fundraising” (for 79 participants). The next blended learning course focuses on “Strategic Planning for Nonprofits” and was launched on 03 October.

Please feel free to contact LIN at: learning@linvn.org for more information.

Strategic Planning course for Nonprofits

“The content of knowledge and tools of this course is very useful for work. The syllabus is very logical. The amount of knowledge, language, and performance are very suitable for all levels”, said Mr. Le Duc Hien at Hoi nguoi khuyet tat Tuong tro Vuon len (an NPO in Dong Nai supporting people with disabilities).

[REGISTER NOW](#)

Volunteer Management course for NPOs:

“This course helped me to understand the method to manage volunteers, and how to manage the volunteers of my organization.”

– anonymous sharing from one participant.

[REGISTER NOW](#)

INCLUSIVE RIGHTS OF PEOPLE WITH DISABILITIES

(Lessons Learned from an Exchange Trip to Ireland by Pham Truong Son, Director of NPO Services)



Earlier this summer, Irish Aid sponsored me and several other Vietnamese government and nonprofit delegates to participate in a workshop in Galway, Ireland, which focused on the disability law and the rights of people with disabilities. I also had an opportunity to visit two nonprofits in Dublin, which support people with disabilities: WALK and ActionAid.

The workshop included the sharing of experiences among three organizations addressing the needs of people with disabilities (one organization supported people with mental disability, one supported people with down syndrome, and the third was an association of people with disabilities). The workshop offered a chance to discuss with each other about activities and services, which are relevant to people with disabilities in Ireland.

The roundtable meeting emphasized the transformation of Ireland's disability organizations, which are gradually converting from a charitable approach towards a disability rights approach. The sharing and lessons learned were useful for our delegation as we reflected on the experience of organizations supporting people with disabilities in Vietnam.

[READ MORE](#)

NEWS FOR SUPPORTERS

"HEY, YOU WANT NONPROFITS TO ACT MORE LIKE BUSINESSES? THEN TREAT US LIKE BUSINESSES!"



Thank you to Mr. Vu Le, author of the blog, "Nonprofit with Balls", for giving LIN permission to translate and disseminate the following article. (The original article, in English, can be accessed [here](#))

A couple of months ago I was at a conference, and during lunch the keynote speaker got up and paced the stage and mentioned several times about how we nonprofits need to be more like for-profits. Despite the two drinks I had had that morning—stop judging; it was a Saturday—I found myself getting more and more irritated. This happens over and over.

Seriously, if I hear one more person blather on and on about how we primitive, inept do-gooders should learn from our sophisticated siblings from the business sector and get into earned-income and blah blah, I'm going to roll my eyes so hard that they will pop out of my head, and then I will have to find them to put them back in my eye sockets but I won't be able to see so I will have to feel around on the floor to find them while freaked-out passers-by scream all around me.

[READ MORE](#)

09 NEW NPOS ON WWW.VIETNAMCAUSES.ORG

In August and September 2016, nine (9) new NPOs published their profiles on the VietnamCauses website. These NPOs include:

1. Hear.Us.Now project
2. Under the Tree
3. Hearty Loving Volunteer Organization
4. Children Smiles
5. Thien Nguyen tre Organization
6. The Learn and Play Camp
7. Children of Vietnam
8. Hope Shool for Hearing Impaired Children Binh Thanh
9. Young Makers Vietnam

EXO TRAVEL JOINS "LIN OI, WHERE ARE WE GOING?"

5PM, in the meeting room of EXO Travel Vietnam, about 40 employees listened attentively to the stories of their colleagues. The stories were takeaways from their visits to different nonprofit organizations in HCMC as part of the "EXO oi,



Where Are We Going?" event, designed by LIN. There were too few chairs for everyone present and, by any standard, the room was too small for all 40 people. But this did not affect their interest in the stories being shared.

EXO Travel Vietnam visited six nonprofits including: Ms. Muoi's Class, Coi Viet Library, Va Va Củ Chi, CEPORER Hóc Môn, Thiện Tâm Hương, and CHANGE. One by one, the stories about each of the six site visits were shared and discussed. The stories revolved around the NPOs' operation, their challenges and their dreams for the future. Intertwining the stories were questions and comments from those who did not have the opportunity to join a particular site visit. They wanted to know more about the NPOs, the organizations working to build a better community.

Through the discussion, the LIN team observed a change in awareness among EXO Travel's employees regarding nonprofits and philanthropy. After participating in a short training about effective philanthropy by LIN, employees were more thoughtful when in came to evaluate projects for their potential impact and potential for a good collaboration. After "EXO oi, where are we going?", the participants said they were more confident in making an informed decision about how to select and contribute to a nonprofit cause.

"LIN oi, where are we going?" is a half-day or full-day event that is custom designed for companies and groups of people who engage in philanthropic activities and want to understand better about effective philanthropy and the non-profit organizations working in their community.

LIN would like to thank the six NPOs for their participation in the program as well as Nguyen Huy Hoang and Pham Ngoc Van Thy for their volunteer assistance in taking beautiful photos during the event.

NARROW THE GAP COMMUNITY FUND—ROUND II/2016 RESULTS

Ho Chi Minh City, 24th September 2016 – the Narrow The Gap Community event was held at the Southern Vietnam Women’s Museum where six finalists for a grant were given a final chance to persuade the public and a panel of 16 evaluators to vote for their respective solutions to real community challenges.

The event attracted nearly 400 attendees representing business, media, academia and nonprofits. Guests enthusiastically joined the interactive activities organized at each of the six project finalists’ booths which helped guests “sense” the challenges they were seeking to address. The booths also provided a chance for them to answer guests’ questions about their proposed solutions. Guests were also invited to listen to presentations and participate in a question and answer session on the main stage with each of the six finalists. The booths and presentations were provided to help our guests to make an informed decision about their favorite project. An analysis of the 345 votes submitted during the event (weighted at 20%), the 1,176 votes submitted online (weighted at 15%) and scores from 16 grant evaluators (weighted at 65%), resulted in the following three projects receiving a grant of VND 150 million from the Narrow the Gap Community Fund (Round II):

- [Project “Community Oriented Support for Children with Autism” by Happier Group of Social Workers in Hospitals.](#)
- [Project “Building an E-Learning Platform for the Hearing Impaired” by Hear.U.S.Now Project.](#)
- [Project “Clean Water well for the People of Long Thanh Commune, Thu Thua District, Long An Province” by Ceporer Hoc Mon.](#)



Although they were not selected for a grant at the event, the following three projects’ work is incredibly important, and we hope that our friends and strategic partners may consider investing in their projects as well:

- [Project “Establish a wig library made from real hair for breast cancer and other cancer patients by Breast Cancer Network Vietnam \(BCNV\).](#)
- [Project “Preventing early dropout of migrant students by Cau Han Project.](#)
- [Project “Jobs for the visually impaired people” by Thien An Shelter \(MATA\)](#)

Since January, the Narrow The Gap program mobilized VND 1.750.436.000 (\$ 77,797) from 2 nonprofits, 8 businesses and 209 individuals (kindly find more details in [donors list](#)). These funds make it possible for LIN to manage the Narrow the Gap Community Fund in 2016, which already allocated 06 grants valued at VND 243,6 million in Round 1 and 3 grants valued at VND 450 million in Round 2. We will allocate additional grants during Round 3, which takes place towards the end of November/ early December.

Narrow the Gap is about our community, how we come together to make a positive impact. This year, the Narrow the Gap campaign for Community Development engaged 33 nonprofits who shared their challenges in hopes of providing a viable solution; 93 skilled professionals who volunteered for the campaign; 2 nonprofits, 25 companies and 209 individuals who contributed cash, products or services; and inspired 1,075 heart-warming good deeds from 495 contributors during our #LanToaTuTe campaign to spread kindness throughout the community.

We are now in the process of drafting grant agreements with the three projects that were selected to receive a grant from Round 2 and will then transfer their grants of VND 150 million each. Our full campaign report will soon be finalized and disseminated by email and published on LIN’s website. Later, in early 2017, we will inform you about upcoming site visits to each of three grant winners. For more frequent updates about Narrow the Gap, project reports from grantees, and upcoming site visits, please “like” our [Narrow the Gap page on Facebook](#). Thank you again for supporting this year’s campaign.

It feels so much better when we do good together!

NEWS FOR SKILLED VOLUNTEERS

COMMUNITY PARTNERSHIP INITIATIVE (CPI) 2016: PARTICIPANT STORIES

LIN's Community Partnership Initiative (CPI) 2016 was officially launched on May 6th and will officially conclude on 26 November. This year's CPI program focuses on developing the leadership capacity of nonprofit professionals and involves a series of workshops and one-on-one support from skilled volunteers over the course of 12 weeks.

Below are quotes from four CPI participants, three NPO leaders and one skilled volunteer:



"After 2 years, Tu Sach Uoc Mo (Dream Library) acknowledged the negative impact of lacking a clear mission and vision relating to group orientations and effective methods for organization and setting up projects. Due to these concerns, we decided to join CPI and got enthusiastic support from other professional volunteers. Ms. Khanh Linh is a prime example of this because she helped us define our mission and vision.

Through suggestive questioning, problem analysis, insightful inquiries into human values and the characteristics of our core members, Ms. Khanh Linh helped us define our mission, which is: Nurturing happiness through reading and enhancing reading skills for rural children. Our 2020 vision was defined in order to determine the future direction of our organization. Also, we had a chance to determine core values and develop our organizational structure and culture." **Ms. Nguyen Thi Nu, Founder of Tu Sach Uoc Mo**



"CPI was like a lifesaver when I was about to drown. CPI 2016 actually helped me in many things including how to reflect upon myself and my dream, which then made my dream come true.

After days of improving my basic knowledge, I had the chance to receive support by a dedicated volunteer in Stage II. She gave me suggestions and guidance, and also helped me realize my dream by showing us how to construct a strategic plan and execute other strategic activities. Our journey may have been relatively slow, but it was deliberate because we wanted to first build a solid foundation for long-term development. We also never stopped looking for opportunities to look for suitable companions, though it can be hard at times.

I very much appreciate what the LIN team did for me, as their thoughtfulness reminded me to not only reflect on myself and learn from that, but to also apply those lessons to my life and my job."

Ms. Nguyen Thi Thuy Nhung, from SDC organization.



"At the beginning of our journey, Ms. Duyen stated: 'I am just an ordinary person with my ups and downs. Sometimes, my energy runs low, I might be hard to reach, but please hang on to me.'

I have learned a lot from her. When I recall how she encourages us and how she tells stories, I learn more about the underlying meanings. That is, when the story becomes a life lesson. I'm thankful for life and LIN for giving me this invaluable opportunity to meet such a great mentor. Her stories will always be with me even as I grow old. I hope one day I will be able to be as patient and inspiring as her, and pay it forward to a mentee of my own. I truly believe her stories will give me strength and hope." – **Lai Dang Khoa, from Vietlearning**



"I am supporting the program called Community Partnership Initiative 2016 with the objective to strengthen leadership skills for NPO professionals. I participated in this program as a way to give back to my relatives, teachers, boss, friends and co-workers - those who made me who I am today. If they didn't support me, perhaps I would have faced a much tougher road to get to where I am today. I think the most meaningful act is to share my knowledge (which I was fortunate to accumulate after working in international corporations) with amazing people – those who are devoting themselves to community development such as Phuc, Khoa, Tham, Chau...I strongly believe that my contribution will spread and multiply thanks to them.

Balancing time for work, family, this program and myself is a great challenge, and my advice is to not overlook that. Discuss with your family before getting involved with this program so that they don't feel as if they are abandoned during the weekend.

However, since the day I've known about and worked with LIN, my life seems to have more happiness and meaning. I'm gradually aware of my role in this community. Also, I have more friends, especially those who are working in silence to bring more good for others. And they fill me with happiness after all of it is said and done."

Mrs. Dao Le Duyen, CPI 2016 advisory volunteer for Vietlearning

JOINING A NONPROFIT BOARD: MANDALA NIGHT IN JULY



In July, Mandala Night, provided an opportunity for skilled professionals to learn about opportunities to join a nonprofit's board of advisors. Five NPOs attended the event to introduce their organizations and an opportunity to become an advisor: Huynh Tan Phat Foundation, Ceporer Hoc Mon, SCD, CHANGE, and AWO.

[READ MORE](#)

THANKS TO OUR JULY, AUGUST AND SEPTEMBER VOLUNTEERS AND DONORS!

SKILLED VOLUNTEERS

Support LIN Center

Betsye Park
 Carey Zesiger
 Chử Mỹ Thùy Linh
 Dana R.H. Doan
 Dang Thi Ngoc Dung
 Diễm Phạm
 Dilshaad Ali
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 Trần Thành Trung
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 Vũ Thị Thu Trang

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 Đào Lê Duyên
 Hà Huỳnh
 Huỳnh Minh Nhựt
 Huỳnh Minh Thảo

Lê Hồng Phúc
 Lê Quang Bình
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 Mai Đoàn Anh Thi
 Ngọc Võ
 Nguyen Hai Trieu
 Nguyễn Liên Khả
 Nguyễn Ngọc Mai Trâm
 Nguyễn Thái Duy
 Nguyễn Thanh Trúc Linh
 Nguyễn Thị Bích Tâm
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Huynh Vien Huong
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