

Your 5 point funding conversation summary:

Stash these in your notes or pop them on a sticky note:

1. **Book a proper time:** schedule it in and treat it like a pitch.
2. **Be prepared:** bring course details, costs, and time commitment.
3. **Show business value:** link it to team goals and ROI.
4. **Make it easy to say yes:** flexible study, shared learning, low disruption.
5. **Lead with confidence:** back your ambition with energy and purpose.

