



# The challenges and dilemma's of selling advice and support services

June Gomes, One East Midlands

## Current Landscape:

- Third sector infrastructure – an unsettled state and uncertain future
- De-coupling – withdrawal of state support for national and local infrastructure
- Demand-led approaches – making markets in infrastructure
- Changing demands and challenges facing frontline organisations
- Reconfiguration and a changing geography – TLI
- Changing delivery mechanisms – online support; peer to peer learning; community organising

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