

Ten Points to Increase Your Grant Writing Success

**Presented by
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Ten Point to Grant Writing Success

Over the past 12 years, I have been lucky enough to win over \$10.0 million in grants.

- I read and research the subject
- I listen to experts, attending at least one grant writing seminar annually. I follow my own rules.
- I still lose a lot of grants.

Ten Point to Grant Writing Success

- *Be certain your organization is fundable*

Research your own organization documents. What can you legally do?

- *Design a fundable project...*

THIS IS THE HARDEST PART OF GRANT WRITING. THIS IS THE KEY!



Don't mess it up, I have it all organized!

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- *Research the most likely grant makers*

Who would want to give money to a project like yours?

- *Develop relationships with grant makers.*

Get to know them personally!

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- *Develop partners to leverage the grant makers funding*

Grant makers don't like to be the only one believing in your project!

Grant Writing's Top 10 List

- *Write a compelling letter of inquiry.*
this means: This is a grant in miniature. Limit: 2 pages
- *Develop a carefully crafted grant proposal:* It will need a Drama, Trauma, Gloom and Doom scenario without the funding
There is technical and artistic parts to any grant...Know them!

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- *Follow up with the grant maker*

It is good manners to send a thank you note. Don't email it! Hand written notes are 100 [maybe 1,000] times better than an email. Use English not IM Jargon.

Grant Writing's Top 10 List

- *Develop a strong logic model*

This is a fundamental planning tool, examples are attached.

For more on Logic Models

contact: www.wkkf.org

the W. K. Kellogg Foundation



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