



THE WIN MORE GRANTS FRAMEWORK:

A 5-Step Foundation for
Winning More Grants

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INTRODUCTION



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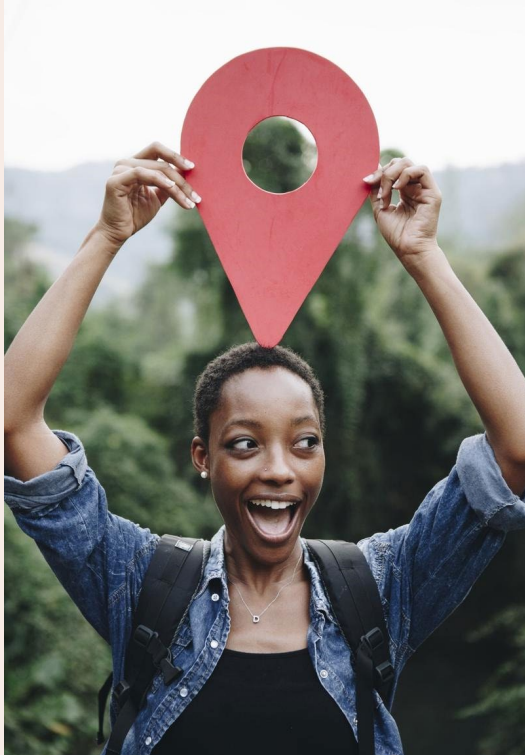
Program Consultant



ELIZABETH VARNER

Administrative Support Specialist

ROADMAP



WIN MORE GRANTS FRAMEWORK



QUESTIONS & ANSWERS

MY GOAL



PREPARED



CONFIDENT



EXCITED?

WIN MORE GRANTS FRAMEWORK



WIN MORE GRANTS FRAMEWORK



WIN MORE GRANTS FRAMEWORK



Step 1

**GET
GRANT READY**



**WHAT DOES IT
MEAN TO BE
“GRANT READY”?**

STEP 1 STRATEGIES

1. Gather your documents
2. Know what you need grant funding for

GATHER YOUR DOCUMENTS

- **Basic**
 - ✓ Tax-exempt letter
 - ✓ State and local business licenses
 - ✓ Organization and program budgets
 - ✓ Board List
 - ✓ 990 (or explanatory note)
- **Advanced**
 - ✓ Audits (or explanatory note)
 - ✓ Strategic Plan
 - ✓ List of current funders, with amounts
 - ✓ List of pending applications, with amounts

KNOW WHAT YOU NEED FUNDING FOR

KNOW WHAT YOU NEED FUNDING FOR



**GRANTS ARE NOT
THE SOLUTION TO
EVERY FUNDING
NEED**

KNOW WHAT YOU NEED FUNDING FOR

Project/ Program	Population	Need(s) Addressed	Timeline	Total Cost

KNOW WHAT YOU NEED FUNDING FOR

Project/ Program	Population	Need(s) Addressed	Timeline	Total Cost
Reading Rocks	1,000 children in grades K-3 attending Title I schools in Smith County	Smith County has lowest percentage of children able to read on grade level by 4th grade within the state	Aug - Oct and Jan - Mar of each school year	\$150,000

Step 2

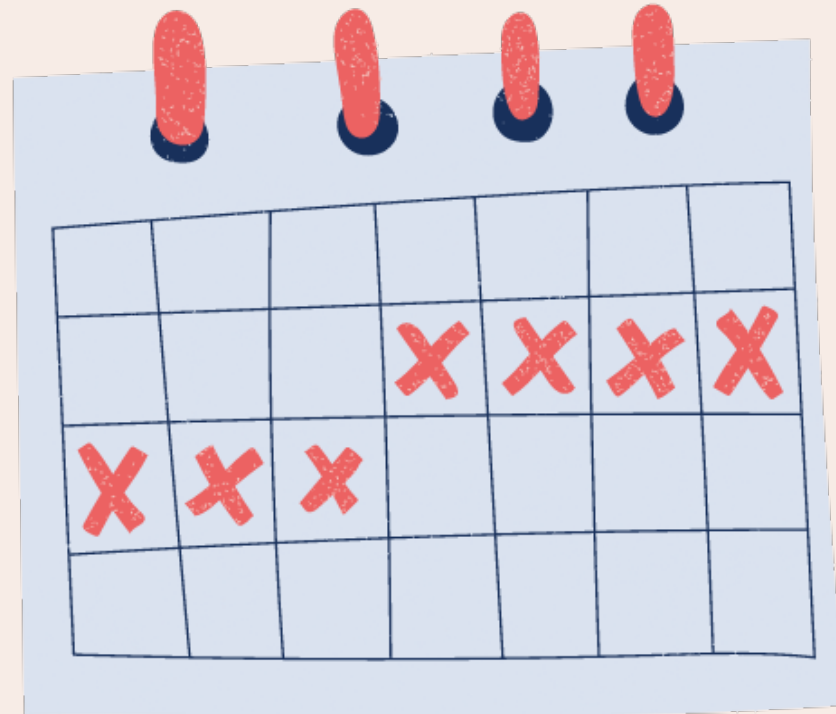
**FIND THE
RIGHT GRANTS
FAST**



STEP 2 STRATEGIES

1. Dedicate time to research
2. Find grants
3. Fully vet possible matches

DEDICATE TIME TO RESEARCH



FIND GRANTS



FIND GRANTS: GRANT SEARCH ENGINES

instrumentl

 **eCivis**


GrantStation
Your Fast Track To Funding

 **GrantWatch**TM
Time to apply


Start moving your research forward

 **GrantSelect**

The Practical Online Grants Resource

 **GRANTS.GOV**SM
FIND. APPLY. SUCCEED.[®]

FIND GRANTS: ALERTS

- Funder email lists
- Grant writing consultant alerts
- GrantStation
- Government bid sites
- Google Alerts

FIND GRANTS: BE VISIBLE



FULLY VET POSSIBLE MATCHES

- ✓ Do we meet the **basic eligibility** requirements?
- ✓ Do we meet **geographic requirements and preferences**?
- ✓ Does our work align with **the funder's mission and priorities**?
- ✓ Would this funding **cover a significant enough portion** of the funding we need?
- ✓ Are there other **requirements or restrictions** to consider?

Step 3

DEVELOP YOUR SIGNATURE PROPOSAL



**WHAT IS A
SIGNATURE
PROPOSAL?**

STEP 3 STRATEGY

1. Write a signature proposal!

WRITE A SIGNATURE PROPOSAL

- Common Sections
 - Organization History & Description
 - Needs Statement
 - Program Descriptions
 - Goals & Objectives
 - Evaluation
- Grant Language
 - Active voice
 - Basic words
 - Short, concise sentences and paragraphs

Step 4

WRITE WINNING APPLICATIONS



STEP 4 STRATEGIES

1. Connect with funders before you apply
2. Answer the questions & follow directions

CONNECT WITH THE FUNDER BEFORE YOU APPLY



CONNECT WITH THE FUNDER BEFORE YOU APPLY



WHAT DO YOU SAY?!

- Introduce yourself and why you're calling
- Is now a good time?
- Concise introduction of organization and program
- Is this the type of work the foundation may be interested in supporting?
- Specific questions about deadlines, restrictions, etc.
- Thank you!

ANSWER THE QUESTIONS, FOLLOW DIRECTIONS



Step 5

MANAGE YOUR GRANTS



STEP 5 STRATEGIES

1. Review the original proposal
2. Send a prompt and heartfelt “thank you”
3. Follow all media and reporting requirements
4. Check in with the funder before making changes to programs, services, or how you spend their money
5. Submit all reports on time



**YOU'VE
GOT
THIS!**

QUESTIONS?

CONTACT

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