

# STORYTELLING

*for*



# GRANTSEEKERS

The Guide to Creative Nonprofit Fundraising

CHERYL A. CLARKE

# The Grantseekers Guide To Winning Proposals

**Jane Kenway, Rebecca Boden, Debbie  
Epstein**



## **The Grantseekers Guide To Winning Proposals:**

**Grantseeker's Guide to Winning Proposals** Judith B. Margolin, Foundation Center, 2008 Published for development officers nonprofit board members fundraising consultants and others in pursuit of grants from U S foundations this guide provides real world proposals that resulted in funding for a variety of needs including general operating support program development staff salaries and program evaluation The featured proposals request anywhere from 5 000 to 500 000 in funding and were approved by international grantmakers such as the Charles Stewart Mott Foundation large regional funders such as the Robert W Woodruff Foundation corporate donors such as the Mitsubishi Electric America Foundation and local funders including family foundations *Winning Grants Step by Step* Tori O'Neal-McElrath, Lynn Kanter, Lynn Jenkins English, 2019-07-29 Strong grant proposal writing made easy From small startups to established national organizations nonprofits large and small depend on grant funding to survive and thrive *Winning Grants Step by Step The Complete Workbook for Planning Developing and Writing Successful Proposals* has long been the go to resource for individuals and organizations looking for a clear easy to follow approach to tackling the grant writing process and winning funds Now in this revised Fifth Edition changes and developments in the not for profit sector are integrated into the time tested grant writing formula that has proven effective time and again New to this edition you ll find an expanded discussion of the importance of relationship building social media and online resources to successful nonprofit funding The text has also been revised to include guidance for nonprofit program budgets for both foundation and public funding grants Never before has *Winning Grants Step by Step* been so easy to comprehend Updated worksheets and forms will improve your comprehension and make your grant proposals stronger and more successful than ever Learn the proven step by step approach to writing strong grant proposals for foundation grants and public funds Complete worksheets and activities to practice your grant writing skills and break the process down into easy pieces Understand how to integrate your ideas and insights with research and facts to demonstrate your organization s potential Learn the best approaches to building relationships and networking both in person and online to push strong grant proposals into the winner s circle This guide is perfect as an introduction for the novice grantseeker or a refresher for the more experienced Whether your organization needs only a thousand dollars or several million following this step by step process will improve your ability to transform an idea that needs financial support into a proposal that deserves to be funded *Writing Grant Proposals That Win* Phale D. Hale, 1999-10 This bestseller keeps getting better The author gives you step by step instructions and clear examples of how to write winning grant proposals

*Writing Grant Proposals that Win* Deborah Ward, 2006 *Writing Grant Proposals That Win* Third Edition gives you step by step instructions and clear examples of how to write winning grant proposals From expressing the need for the project to describing objectives and activities from outlining your evaluation plan to creating a workable project budget from how reviewers function to what they are looking for in proposal sections you ll find the help you need to maximize every aspect of

your proposal The tips to help you create winning sections include how to assess a program announcement and ensure that you address each requirement condense your entire proposal into a brief but compelling abstract determine what appendices to include and in what form for maximum impact adequately describe project dissemination and continuation plans use technology including desktop publishing graphics color and spreadsheets for budget development to enhance your proposals and structure your proposal to increase your chance of winning Expanded to include more grant writing help than ever the book also includes easy to use flowcharts and helpful hints that give you expert tips and proven grant writing advice With this book you ll have the tools you need to craft proposals that win      *The First-Time Grantwriter's Guide to Success* Cynthia Knowles,2002-04-10 Direct clear and concise this comprehensive book is full of good suggestions for everyone from a novice to an experienced grantwriter The author s use of simple language makes it easy to read and understand Michael Cormier Superintendent Maine School Administration District 9 New Sharon ME The detail and step by step discussion of the grantwriting process presented in this book provide a high level of comfort without being overwhelming The large number of grant resources and checklists are invaluable Bill Ferland Information Technology Coordinator Rhode Island Office of Higher Education Providence RI The recipe for writing powerful proposals that generate the funding you need From finding appropriate sources for grants to submitting an effective proposal this invaluable guide is the definitive roadmap for easy navigation through the entire grantwriting process Every facet of grantwriting is thoroughly yet succinctly covered including an in depth review of the application package expert writing tips specific techniques for an efficient plan of operation and practical advice on budget development Among the valuable features are Detailed checklists at the end of each chapter Relevant sample forms and easy to use worksheets An informative glossary of terms Straightforward examples and figures that enhance clarity and readability Geared for quick reference and smooth implementation this user friendly manual is a crucial resource for anyone seeking to supplement tight budgets save existing services or support new programs through grant funding      **The Foundation Center's Guide to Winning Proposals** Sarah Collins,2003 The manager of bibliographic services at the Foundation Center assembles actual grant proposals that have garnered money for nonprofit organizations as a guide for newcomers to grant writing presenting them in sections on special single year and multi year projects endowment building or renovation general and operating support seed money and planning grant and also providing examples of letters of inquiry cover letters and budgets      **Winning Strategies for Developing Grant Proposals** Beverly A. Browning,2006      Winning Grants Step by Step Lynn Jenkins English,Tori O'Neal-McElrath,Lynn Kanter,2025-04-24 The gold standard how to manual for writing a winning grant application or proposal thoroughly updated and revised In the newly revised sixth edition of *Winning Grants Step by Step The Complete Workbook for Planning Developing and Writing Successful Proposals* a team of veteran nonprofit leaders delivers the most up to date and straightforward version of this book yet This easy to read manual enables individuals and organizations alike to combine concepts and research into a strong

effective proposal The latest edition explores some of the most relevant developments that have occurred over the last five years including New information and strategies for prospect research including state of the art databases and AI enabled research and prospecting How to use AI for research and writing in a ways that are ethical transparent strategic and efficient Updated resources and information for electronically submitted grants Updated guidelines and tips for federal state and local government grants in the US New information about the increasing popularity of Donor Advised Funds DAFs Updated discussions about mega donors like Mackenzie Scott and Melinda Gates and how they give Perfect for nonprofit executives professionals fundraisers grant and proposal writers and other stakeholders Winning Grants Step by Step is the most clear cut and simplified how to guide to writing a winning proposal that incorporates the latest changes in the philanthropic sector and nonprofit community Winning Grants Step by Step Mim Carlson,Tori O'Neal-McElrath,The Alliance for Nonprofit Management,2008-08-28 In the highly competitive arena of grantseeking fundraisers need resources in order to win grants and fulfill their organization s mission This new thoroughly updated edition of the bestseller offers a guide that any organization can use to secure funding from private foundations or the government Filled with updated examples this guide directs the novice grantseeker and offers a refresher course for experienced grantwriters Following the process presented will improve anyone s ability to transform an idea that needs support into a proposal that demands funding As part of the new Jossey Bass Nonprofit Guidebook Series Winning Grants has sold over 75 000 copies in its first two editions and has established itself as a leader in the grantseeking market Note CD ROM DVD and other supplementary materials are not included as part of eBook file Fundraising for Social Change ,2011-01-07 Since it was first published in 1988 Fundraising for Social Change has become one of the most widely used books on fundraising in the United States Fundraising practitioners and activists rely on it for hands on specific and accessible fundraising techniques and it has become a required text in dozens of college courses around the country This fifth edition offers the information that has made the book a classic proven know how on asking for money planning and conducting major gifts campaigns using direct mail effectively and much more The book has been significantly changed to include new technology e mail online giving and blogs and contains expanded chapters on capital and endowment campaigns how to feel comfortable asking for money how to recruit a team of people to help with fundraising and how to build meaningful relationships with donors In addition this essential resource contains new information on such timely topics as ethics working across cultural lines and how to create opportunities for fundraising more systematically and strategically **Storytelling for Grantseekers** Cheryl A. Clarke,2009-01-12 Grantwriters often have little or no training in the practical task of grantseeking Many feel intimidated by the act of writing and some don t enjoy writing In Storytelling for Grantseekers Second Edition Cheryl Clarke presents an organic approach to grantseeking one that views the process through the lens of the pleasures and rewards of crafting a good story Grantseekers who approach the process as one in which they are connecting with an audience grantmakers and writing a narrative

complete with settings characters antagonists and resolutions find greater success with funders The writing process becomes a rewarding way to tell the organization s tale rather than a chore and their passion and creativity lead to winning proposals This book walks readers through all the main phases of the proposal highlighting the creative elements that link components to each other and unify the entire proposal The book contains resources on crafting an effective synopsis overcoming grantwriter s block packaging the story and the best ways to approach the short stories inquiry and cover letters that support the larger proposal Clarke also stresses the need to see proposal writing as part of a larger grantseeking effort one that emphasizes preparation working with the entire development staff and maintaining good relations with funders In *Storytelling for Grantseekers* new and experienced grantseekers alike will discover how to write and support successful proposals with humor and passion New edition features Overall updates as well as both refreshed and new examples Workshop exercises for using the storytelling approach New chapters on the application of the storytelling method to other fundraising communications like appeal letters and case statements as well as the importance of site visits Example of a full narrative proposal

**Fundraising Basics: A Complete Guide** Barbara L. Ciconte, Jeanne Jacob, 2008-12-18 As nonprofit organizations face heightened scrutiny by the general public donors regulators and members of Congress the Third Edition of the essential book on the basics of fundraising provides new up to date and valuable information that every fundraiser needs to know With ethics and accountability being the primary theme of the third edition this practical guide will continue to provide an overview of the field and give development staff managers and directors a platform from which to operate their fundraising programs The new expanded edition also provides much needed information on developing a case for support giving trends donor motivations planning setting up a development operation impact of new technologies on fundraising return on investment estimates workflow timetables and the importance of the Internet This primer remains a must have for anyone new staff or volunteer to the fundraising field those wishing to expand their fundraising knowledge those working in supporting foundations or those contemplating taking the CFRE exam New to the Third Edition Thoroughly updated chapters including new information on email and online fundraising Development related policies and procedures and position descriptions A new chapter on Fundraising with Chapters or Affiliates New case studies samples and tools Updated references and citations Updated glossary Click on Additional Resources to View Sample Chapters 2009 602 pages [How to Say It: Grantwriting](#) Deborah S. Koch, 2009-10-06 A guide to writing grant proposals tailored specifically to a donor s interests complete with step by step instructions and samples of winning proposals In grant seeking words can go where the applicant can t the foundation boardroom the corporation s headquarters so it s important to use them as the strategic powerful tools that they are This book shows readers how to find frame and use words effectively to make the case for any organization and its projects Readers are provided the tools for crafting a grant proposal that speaks directly to the funder s interests Grant seekers will learn How to find out which funders fit their project exactly Strategies for figuring out what each

grant maker is looking for Critical tips for crafting attention grabbing proposals Koch shows readers how to write with a point of view that is geared to the funder s interests and goals while remaining true to the project Packed with examples of winning proposals and strategies for using words to inspire and convince this is the must have resource for any grant seeker hoping to stand apart from the crowd **The Reality of Change** ,2000 Winning and Managing Research Funding Jane Kenway,Rebecca Boden,Debbie Epstein,2007-01-30 The pressure to win funding to do research is felt by nearly all academics worldwide This book details strategies that you might adopt to get your research projects funded It also explains how to manage your research projects once they are funded It explains how generic university research funding mechanisms work so that you will be better equipped to navigate your way through the financial maze associated with various funding sources Rural Health Services Funding ,1991 Introduction to Research and Medical Literature for Health Professionals J. Dennis Blessing,J. Glenn Forister,2013 Rev ed of Physician assistant s guide to research and medical literature edited by J Dennis Blessing 2nd ed Philadelphia F A Davis c2006 **The Nonprofit Manager's Resource Directory** Ronald A. Landskroner,2002-04-30 A newly revised and updated edition of the ultimate resource for nonprofit managers If you re a nonprofit manager you probably spend a good deal of your time tracking down hard to find answers to complicated questions The Nonprofit Manager s Resource Directory Second Edition provides instant answers to all your questions concerning nonprofit oriented product and service providers Internet sites funding sources publications support and advocacy groups and much more If you need help finding volunteers understanding new legislation or writing grant proposals help has arrived This new updated edition features expanded coverage of important issues and even more answers to all your nonprofit questions Revised to keep vital information up to the minute The Nonprofit Manager s Resource Directory Second Edition Contains more than 2 000 detailed listings of both nonprofit and for profit resources products and services Supplies complete details on everything from assistance and support groups to software vendors and Internet servers management consultants to list marketers Provides information on all kinds of free and low cost products available to nonprofits Features an entirely new section on international issues Plus 10 bonus sections available only on CD ROM The Nonprofit Manager s Resource Directory Second Edition has the information you need to keep your nonprofit alive and well in these challenging times Topics include Accountability and Ethics Assessment and Evaluation Financial Management General Management Governance Human Resource Management Information Technology International Third Sector Leadership Legal Issues Marketing and Communications Nonprofit Sector Overview Organizational Dynamics and Design Philanthropy Professional Development Resource Development Social Entrepreneurship Strategic Planning Volunteerism **From Grantmaker to Leader** Frank L. Ellsworth,Joe Lumarda,2002-12-11 FROM GRANTMAKER TO LEADER The past one hundred years has borne witness to an extraordinaryrevolution in the constitution and activities of philanthropicfoundations The evolution of the governance of foundations fromfounder to family to professionals to institutions has necessarilyaltered the role that

foundations play within a society Ascommunity foundations for example strengthen the essentialcommunal fabric and help all organizations gain a financialfoothold they find themselves at times in conflict with commercialgift funds whose transactional nature between the donor and theorganization stimulates philanthropy in a wholly different fashion From Grantmaker to Leader Emerging Strategies for 21st CenturyFoundations takes stock of this shifting landscape presenting boldleadership strategies for directing philanthropic organizationsinto the uncharted waters of the future Seasoned foundation executives Frank Ellsworth and Joseph Lumardaassemble an all star roster of insider contributors dividing theirtrenchant study into three sections From Carnegie to Gates TheChanging Faces and Needs of Philanthropy examines the history offamily and community foundations and how the turmoil of the NewEconomy will affect these organizations in the future SectionTwo The Foundation s New Reach The Emerging Role of Leader Communicator and Facilitator of Change addresses the criticalresponsibility of effectively articulating a foundation s message showing how messages can successfully penetrate the media Finally the third section Building the Foundation Board of the 21stCentury Diversity and Strategic Planning analyzes all aspects offoundation boards of directors including their makeup responsibilities backgrounds necessary diversity and the role ofboards in foundation planning Throughout all three sections FromGrantmaker to Leader tackles all the critical issues facingphilanthropic foundations today such as Transfer of wealth Legislative concerns IRS audits The role of foundations in public policy issues such as campaignspending Accountability Planned giving Assessment of the effectiveness of giving Socially responsible investment and social return oninvestment Even as the very nature of foundations has changed a fundamentalquestion remains will philanthropies play a more pervasive role insociety s future or will their influence forever remain elitist andselective Writing directly for trustees practitioners foundationCEOs and CFOs and every philanthropic professional Ellsworth andLumarda make the convincing case that foundations matter more thanever offering proven strategies for philanthropic success FRANK L ELLSWORTH is a vice president at Capital Research andManagement Company where he oversees and coordinates programs andservices to endowments in Los Angeles JOSEPH LUMARDA is the Executive Vice President of External Affairsfor the California Community Foundation in Los Angeles **The Foundation Directory ,2007**



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