

Grantwriting:  
Laying the Foundation

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# Five Key *POWER* Skills

1. Political
2. Organizational
3. Writing
4. Enthusiastic
5. Research

# #1: Political Skills

- Forming a relationship with elected officials
- Knowledgeable of voting record
  - (<http://www.vote-smart.org/index.htm>)
- Meeting Preparation
  - Schedule a meeting with Elected Official or Aide
  - Bring folder with agency information
  - Have talking points ready/WIIFM
  - Send thank you letter after visit
  - Keep your organization on Official's mind
- Pork

## #2: Organizational Skills

- Lack of organization can cause you to lose the grant (i.e., missing signature)
- Use a checklist
- Understand what can disqualify you

## #3: WRITING

- Must convince funder that...
  - Your proposal is in line with their priorities
  - You deserve the funding
    - Avoid lukewarm appeals
  - Your agency can manage the project
- Buzzwords

## #4: Enthusiastic

- Don't let rejection get you down
- **Always** meet with or talk to the funder if your proposal is rejected

## #5: RESEARCH

- Potential Funding Sources
- Individual Funders
- Statistics on Your Project/Program
- Do Not Waste Your Time