

## The Office of Sponsored Programs

is pleased to invite you to participate in a professional development workshop



# The Fundamentals of Successful Grantseeking

**Date:** Tuesday, July 24 and Thursday, July 26  
**Time:** 9:00 a.m. - noon  
**Location:** Cofrin 109

For most college faculty, today's reality presents a gap between what they want to do and the resources available to do it. To close this gap, some are seeking outside sources of financial support—grants. Unless sponsors indicate otherwise, grant projects can include funding for items such as salary, support for students, travel, equipment, supplies, and publication charges.

*The Fundamentals of Successful Grantseeking* will help improve your success rate in winning grants from private foundations and government agencies. During this interactive workshop you will develop your skills in: identifying public and private funding sources, matching your needs with sponsor funding priorities, and writing persuasively and avoiding common mistakes. The workshop will be presented in two 3-hour sessions, addressing:

**Proposal Planning.** Planning is crucial to the grantseeking process. In this session you will learn: (1) to understand sponsors' "values glasses," (2) to identify public and private sponsors via print and electronic resources, (3) to match your needs to sponsor priorities, and (4) to qualify prospects by engaging in preproposal contacts.

**Proposal Writing.** As a grant writer, you must anticipate and answer the major questions that sponsors will be asking as they read your proposal. This session will focus on: (1) the primary elements in government and private foundation proposals, (2) the elements of a letter proposal, (3) designing readable proposals, and (4) constructing a realistic budget.

Whether you are a beginning or experienced grantseeker, *The Fundamentals of Successful Grantseeking* will help you to better plan and develop successful grant projects. A systematic approach to grantseeking will facilitate your ability to secure the funds necessary to engage in a variety of educational, training, outreach, research and other scholarly endeavors. In addition, by participating in this professional development workshop, you will receive:

- A stipend of \$200 deposited into your professional development fund
- A copy of *Proposal Planning & Writing*, 3<sup>rd</sup> ed. (Greenwood Press, 2003)
- A CD-ROM with active links to public and private sponsors and other grantseeking resources

The workshop presenter, Jeremy Miner, is Director of Sponsored Programs. In addition to developing and administering proposals for the College, he has served as a reviewer for federal grant programs and has helped private foundations streamline their grant application guidelines. He is co-author of *Proposal Planning & Writing*, a leading reference guidebook, and an advanced companion text, *Models of Proposal Planning & Writing*. Jeremy has presented grantseeking workshops nationwide to thousands of grant-getters. His successful grant writing techniques have resulted in the generation of millions of grant dollars for many nonprofit education, healthcare, and social service agencies.

### To register contact:

Jeremy Miner in the Office of Sponsored Programs, ext. 3917 or [jeremy.miner@snc.edu](mailto:jeremy.miner@snc.edu)

Class size is limited to 15