

A Grant Proposal Extreme Makeover





Office of Grants and Research Services

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- After Thomas Edison's many attempts to invent the electric light bulb, a dejected assistant said, "We've just completed our 700th experiment and still don't have the answer. We have failed."
- "No, my friend, we haven't failed," replied Mr. Edison, "we now know 700 things not to do. Don't call it a mistake. Call it an education."

**As with the invention
of the light bulb,
persistence will
help you
with grant
writing.**





Learning Goals of this Workshop

- The most common flaws found in proposals according to sponsors.
- Practical techniques for correcting these flaws and transforming proposals into those that will have the best chance of securing funding.
- Improved ability to write stronger, more persuasive proposals.



You Will Get

- Lists of common proposal flaws and practical tips for how to fix them.
- Helpful handouts with examples of “before” and “after” proposals.
- Confidence for writing and editing proposals and developing budgets.



Ten Common Errors in Proposal Writing

1. Unintelligible writing

Outside reviewer

2. Estimated costs

Can destroy your credibility

3. Grammatical and typo errors

At least two reviewers



Continued.....

4. Inconsistent budget & narrative
Budget should be accurate
5. Vague objectives
Make measurable
6. Proposal hastily assembled
7. Jargon and acronyms



Continued.....

8. Buzzwords and clichés

9. Instructions ignored

Read and reread

10. Must match sponsor's objectives

Great project not enough



GRANT PROPOSAL

EXTREME

MAKEOVER



Language Makeover

- Seton Hall C-MAL requests a \$50K grant from the Future Foundation
- *Hats: Haberdashey d'Art*
- Critique



Organizational Makeover

- Whittling for Youngsters requests a \$50,000 grant from the Megabucks Foundation
- Note the role of organization
- Critique



Budget Makeover

- Help for the Homeless, a \$50,000 grant request to the Shelter Foundation
- Homeless Resource Center
- Budget critique



Advice from Sponsors

- Research sponsor and project
- Grant appropriateness
- Importance of abstract
- Capacity of organizations
- Preliminary proposals
- Re-submission interval



Advice continued...

- Local funders and projects
- Broad impact
- Value of diversity
- Recipients in planning