

Power up your grant skills with the one and only Grantsmanship Training Program



NATIONWIDE SCHEDULE
www.tgci.com

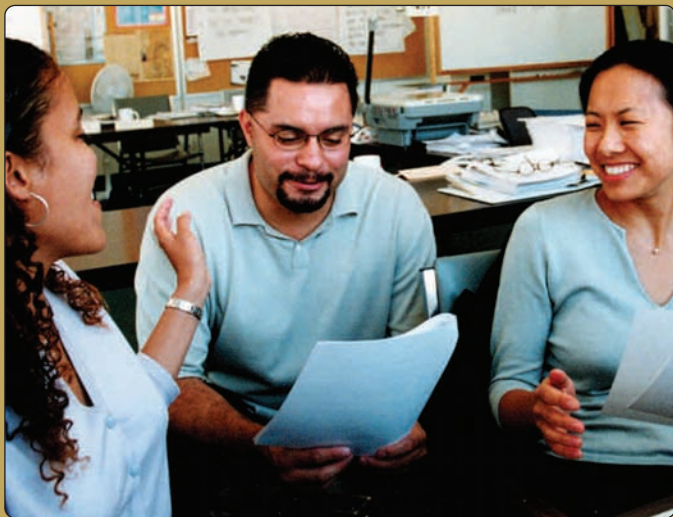
Nationwide Training Schedule

For a complete list of
upcoming workshops, visit

www.tgci.com

THE
GRANTSMANSHIP
CENTER.

THE GRANTSMANSHIP CENTER is the leading source of grant-related training and information in the world. Since The Grantsmanship Center was founded in 1972, we have conducted more than 4,000 workshops in every state, Europe, Latin America, the Caribbean and the Pacific. We have more than 110,000 graduates, and our alumni receive extensive, ongoing support after their training.



The Grantsmanship Training Program was the first grantsmanship training ever offered. Designed for both the novice and the experienced grantseeker, this intensive 5-day workshop combines expert instruction with practical exercises to take you step-by-step through all the stages of planning programs, locating funding sources, and writing grant proposals. Participants' current needs and programs are the basis of all class research and proposal writing exercises.

“Within six weeks of taking your *Grantsmanship Training Program*, I applied for two highly competitive grants from the state: \$341,180 for technology and \$1 million for school renovation. Out of 128 applications, only 24 grants were awarded—both of our proposals were funded!”

Linda Staylor, Director of Grants and Staff Development
Nottoway County Public Schools, Nottoway, VA



Participants who successfully complete the *Grantsmanship Training Program* receive a Certificate of Completion. This is the most widely recognized, and most highly regarded certificate among grant professionals worldwide.

Practical, hands-on work is at the core of our training. You will learn The Grantsmanship Center's proposal writing format: the most widely used in the world. Then, working in a small group, you will practice by reviewing completed proposals, preparing proposal components, and finally developing a complete grant proposal.

“You have my eternal gratitude! We just heard that we were approved for a \$250,000 Resident Opportunity Self-Sufficiency (ROSS) grant from HUD. This was the first time I was able to use the skills acquired in your workshop to put together a ROSS proposal—one of the most difficult grants to get.”

Charlotte Murphy, Grants and Contracts Manager
Housing Authority of Paducah, Paducah, KY

“I had never written a grant proposal before. The Grantsmanship Center's training laid out an approach that made it far less daunting for me. Since then, I've secured over \$800,000 in grants for my school.”

Susan Mendelsohn, Librarian/Teacher
Flandreau Indian School, Flandreau, SD

“Yesterday we were notified that we will be receiving \$45,000 from the Vidhana Trust—the full amount requested—for Phase 2 of our renovation project. This is a huge shot in the arm for us and will open many important doors. Without a doubt, The Grantsmanship Center's training is what gave me the ability to approach this project successfully.”

Thomas Iannucci, President
Breath of Life Christian Ministries, Lihue, HI

Introduced in 1972, and continuously updated, the *Grantsmanship Training Program* is the most widely attended training program in nonprofit history. You will leave this workshop possessing valuable new skills—and the ability to apply those skills to the specific needs of your own organization.



“When we needed help finding the funds to build a new facility, I decided to take your training. Now through a combination of government, corporate and foundation grants ranging from \$2,000 to \$100,000, plus a capital campaign drive, we were able to raise nearly \$500,000 for the project. Today our dream is a reality! Thank you for all your help.”

Roberta Lehman, Director
Agape Respite Care, Berne, IN

"After I took the Grantsmanship Training Program, we were able to win major funding, including a \$500,000 grant from HRSA. Those five days truly changed my life — and the life of my organization!"

Cesar Cardona, Administrative Director
Texas Tech University Health Science Center , El Paso, TX

Five Days That Could Transform YOUR Organization

MONDAY What is grantsmanship? We'll start by zeroing in on that fundamental question—and we'll show you why organizational readiness and well-planned programs (not chasing money or relying on a lone grantwriter) are the real keys to winning grants. You'll learn the components of The Grantsmanship Center's ground-breaking proposal format, the acknowledged model of excellence in the field.

Then you'll begin the process of using that format to prepare an actual proposal. Through small-group exercises, you'll craft a persuasive credibility statement, define the problems you intend to address, and formulate the methods you'll use to make your program work. Remember, this is a hands-on workshop, not just a series of lectures. And because class size is small, you will receive personalized attention while you build a real, usable work product.

TUESDAY The proposal elements that you worked on Monday will be presented to the class for review. Their feedback tells you which points you've nailed and which ones you've missed. We'll also examine some of the completed grant proposals that participants have brought in for review. It's another opportunity to learn by example, and to get constructive input about your own programs and plans.

In the afternoon, we'll turn our attention to foundation and corporate grantmakers: What kinds of programs do they support and how can you convince them to support



*"My ability to develop a quality funding proposal has improved tenfold! The second federal grant proposal I submitted after completing the *Grantsmanship Training Program* resulted in \$750,000 for our drug court program. We've also set up a number of other cutting-edge programs that are benefiting from what I learned in your workshop. Anyone who is serious*

about improving their grant-seeking, writing and planning skills should definitely consider this training."



Tammy Woodhams, Executive Director
Kalamazoo Criminal Justice Council,
Kalamazoo, MI

you? We'll look at the range of resources available for researching these private sector funders, and we'll evaluate the utility of each. We'll also demonstrate The Grantsmanship Center's exclusive online funding databases. (A full year of access to these user-friendly research tools is included with your tuition—so you'll be able to continue using them when you return home.) We'll show you how to identify funding sources appropriate to your specific projects and programs. Then you'll produce your own target list of potential funders.

WEDNESDAY How do you make the most of your target list? We'll explore the best strategies for reaching real decision-makers and for turning prospects into donors.

Next we'll look at government grants—federal, state, and local—and help you find the right fit for your own agency. We'll introduce you to the world of "e-grants," explain how to read an RFP, and show how to make sense of "governmentese." By this point in the workshop, you will have already assembled many of the components of a grant proposal through class exercises and small-group work. Now you'll have a chance to tie them together. Once again working in teams, you'll embark on the main class project—full proposals that will be presented to the class for review.



Free Follow-up Support

After completing the *Grantsmanship Training Program*, you will receive one full year of free follow-up services through The Grantsmanship Center Alumni Membership Program. Benefits include:

Proposal Review

Your training entitles you to one complete proposal review—a full, professional critique by a trainer from The Grantsmanship Center—at any time during the year following your training.

Tuition Discounts

One half-price tuition to a future *Grantsmanship Training Program* for anyone in your organization—a savings of more than \$400! *PLUS* \$50 off the regular tuition to The Grantsmanship Center's *Earned Income Strategies* workshop for anyone in your organization.

Access to Our Funding Databases

The Federal Grants Database

This is the most thorough, up-to-date resource of its kind, with all grant opportunities keyed to a continually updated calendar of proposal deadlines. You may also access our extensive network of quick-links, connecting you directly with hundreds of federal and state grant sites. Other grantseekers pay thousands of dollars annually for comparable government grant information services.

The Foundation Grants Database

Searchable by foundation name, program area, geographic giving preference, types of support, and keywords, this user-friendly database targets foundations that will actually read your proposals—so you won't have to plow through mounds of useless data, coming up with dead-end leads.

The Corporate Giving Database

Covering more than 1,400 corporations and another 1,000 corporate foundations, this database helps you identify all the major companies that are located in—or that have an interest in—your community. You'll find out exactly what kinds of charitable programs they have, including direct corporate giving, matching gifts, donations of goods and services, and more.

“Your Membership website is terrific! It saves me a lot of time in searching for funding—just one of the ways that The Grantsmanship Center has really changed the way I do my job. Your whole program puts people in the right frame of mind for winning grants. I'd recommend it to anyone.”

Mary Ann Drury, Coordinator
New Britain Weed & Seed, New Britain, CT



“The Grantsmanship Center is definitely the gold standard. The very first proposal I wrote after attending your *Grantsmanship Training Program* received the highest score in the state and resulted in \$600,000 in funding! There's no question that this was a result of what I learned in your workshop. I've been to other seminars in grants, but they pale in comparison to yours.”

Leaf Schumann, Director
Blaine Family Service Center, Blaine, WA

THURSDAY The timeframe for completing your proposal is short, but keep in mind that most grant proposals are produced under tight deadlines. You'll probably be amazed at how much can be accomplished in 24 hours—especially with active teamwork and the expert guidance of your trainer. Even if you don't manage to polish yours to a sheen, you can create the nucleus of a strong application for funding. And the feedback you'll get from your trainer and your classmates will help you make it even better.

The afternoon is devoted to their critiques, which are respectful but probing. Our goal is to anticipate the sort of rigorous analysis that real reviewers perform when they decide whether to approve a grant proposal. No doubt that's why so many of The Grantsmanship Center's graduates tell us that the proposals they prepared in class really do get funded.

FRIDAY The review process continues until every team's proposal has been thoroughly critiqued. Then your trainer will offer tips on how to use your newly-acquired skills once you're back at work.

Finally, we'll celebrate all that you've accomplished during this fast-moving week. The workshop will wrap up at 1 o'clock to give you a head start on your well-deserved weekend.

GRANTSMANSHIP TRAINING PROGRAM

Registration Form

Please photocopy this form for each additional registrant from your organization.

CITY OF TRAINING PROGRAM _____

DATE OF TRAINING PROGRAM _____

NAME _____

TITLE _____

ORGANIZATION _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

OFFICE PHONE _____ FAX _____

HOME/MOBILE (in case of emergency) _____

E-MAIL _____

Tuition: \$895 (\$845 for each additional registrant from the same agency)

After completing the *Grantsmanship Training Program*, you will receive all the benefits of The Grantsmanship Center Membership for one full year at no charge.

REGISTRATION FORM must be accompanied by a check, purchase order, or authorization letter. Make check payable to THE GRANTSMANSHIP CENTER and write name of person attending and the city and date of the training program on the check, purchase order or authorization. Our training programs, which are limited to 30 participants, frequently fill to capacity, so we encourage you to register early.

To **TRANSFER** from one training program to another, you must notify The Grantsmanship Center at least five working days before the original program. There is a \$50 fee per transfer, and no more than two transfers will be accepted. Prior to the start of the training, you may designate another person to attend in your place; there is no fee for this.

To receive a refund (minus \$100 administrative fee), you must notify The Grantsmanship Center of your **WITHDRAWAL** at least five working days before the start of the training program. All refund requests must be faxed to The Grantsmanship Center Registrar. If you withdraw less than one week before the start of the program, you will not receive a refund or transfer option. No-shows will not receive a refund or transfer option.

The Grantsmanship Center is not responsible for participants' **EXPENSES** related to attendance at its programs.

A limited number of 50% **SCHOLARSHIPS** are available to organizations with budgets under \$300,000. Only one scholarship per organization per training program will be awarded.

If you have **SPECIAL NEEDS**, please notify the Registrar at least two weeks prior to the workshop. Our programs are handicapped accessible. Interpreters for deaf and hard of hearing participants will be available at The Grantsmanship Center-designated workshops. For more information, see *Grantsmanship Training Program* schedules at www.tgci.com

The owner of The Grantsmanship Center **MEMBERSHIP** will be the party that pays for your participation in this training program. To ensure continuity of Membership, the owner may transfer benefits to another individual in the same organization.

SEND TO: The Grantsmanship Center
Attn: Registrar • P O Box 17220 • Los Angeles, CA 90017-0220
Phone (800) 421-9512 • (213) 482-9860 in CA
Fax (213) 482-9863 • www.tgci.com

The Only Workshop for Grantseekers Where You'll Get All This!

Small classes – big payoff

If you're seeking grant support for a particular project, you have a unique mix of concerns. The *Grantsmanship Training Program* is designed to meet that challenge. This intimate workshop—it's limited to 30 participants—is uniquely structured so that *your* issues and *your* needs will shape and direct your training experience.

Experienced trainers – expertise accessible to you

We require broad and deep experience in the field of grants—at least 15 years of it—from every prospective trainer. We also require previous training experience. Prospective trainers have to prove they can command your attention. They have to know how to share their knowledge clearly and cogently. They have to be prepared to answer any of the questions you may throw at them. And they have to master our continuously updated curriculum. We invest nearly a year in training our trainers. Only after they've met *all* our rigorous standards can they lead a workshop for The Grantsmanship Center.

Interactive learning – tangible results

The *Grantsmanship Training Program* is a roll-up-your-sleeves, tape-it-to-the-wall, hands-on workshop. Whether you're crafting a persuasive credibility statement, researching funding sources, or preparing the other elements of a complete grant proposal, you'll actually practice the skills you're acquiring.

Comprehensive training – we give you the whole picture

When you sign up for the *Grantsmanship Training Program*, you're investing in top-of-the-line training. That means you'll actively participate in each stage of the grant development process, including proposal review. You'll leave the workshop with a clear picture of how all the pieces relate. Do you know how to fine-tune your search for grant support? Are you confident you can present a concise and powerful case for funding? Have you learned how to examine a proposal from the *grantmaker's* point of view? Can you look at a government RFP without being intimidated? These are just a few of the benefits participants have credited to our training.

“When I came to the *Grantsmanship Training Program*, I had no more than a few ideas and a bunch of notes for a community technology proposal that we wanted to submit to the U.S. Department of Education—a highly competitive program with a fast-approaching deadline. I came back with a solid, 40-page proposal that I actually wrote in the class with the help of my team. It resulted in a

grant of \$118,000, and I know that never would have happened without the specific guidance I received from my trainer and the honest feedback I got from the other participants. *I truly can't thank you enough!*”

Russ Davis, Grants Specialist
Oneida County Workforce Development, Utica, NY

