

Susan's Golden Rules of Grantwriting

Rule #1 – Make sure your proposal matches the funding priorities for the funding source. If it doesn't, don't ask them for the \$ - you won't get it. It doesn't matter how much YOU think they should give you the money.

Rule #2 – People Give Money to People. NOT organizations, or schools, or departments or to the poor computer that needs a printer. They give money to underprivileged minority students, not to untrained faculty. So write your entire proposal in terms of the "client." Make it "**client-centered.**"

Rule #3 - Follow directions. Answer ALL the questions that the "RFP" or grant guidelines ask for, even if you hate them or they're hard to answer. And answer them in the order they're asked, even if it means turning your proposal upside down.