

Grant Proposals that Succeeded (Nonprofit Management and Finance)



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application was given describing the research No fund-raising technique is as effective as a personal presentation, a detailed discussion be techniques, pre-application negotiations with the tween the applicant and the potential funder of granting agency, and the strong features of the the proposed activity held before the written re written application that contributed to its success, quest is submitted. If, during the discussion, the Examples that have appeared and continue to appear in GRANTS MAGAZINE were sug presentation is made effectively, the chance of success is immeasurably greater and the final gested or contributed by many people, among preparation of the application is comparatively them the magazine's editors, editorial board members, and their colleagues, friends, and easier. It is not, unfortunately, always possible to associates many of whom are successful grantees make a personal presentation. In many, actually or administrators of grant programs. It became most, cases the only form of contact the applicant clear from the number of reprint requests for the has with the funding organization is the written Grant Clinic feature that a compendium of some request. And even in those cases where there has examples that had appeared there would make a been extensive discussion, there always comes a time useful reference volume containing exemplary when a request must be presented in writing in some form. applications.

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