

# 5

## GRANT WRITING TIPS

# 1

### BE SPECIFIC

More often than not, foundations won't provide funding for the general operating budget of your organization. You'll want to provide information on which program(s) the funds will be directed toward.

# 2

### EXPLAIN WHY YOUR ORGANIZATION IS DIFFERENT

What sets your organization apart from others with similar goals? Convince the foundation that your organization is the best one to fund.

For example, Jessica is always sure to explain that Exodus Place is not a homeless shelter, but is rather transitional housing where we don't put an expiration date on a member's stay. This is essential information that makes us stand out from other organizations which help the same population.

# 3

### DO YOUR RESEARCH

Go to the foundation's website and look at the types of organizations they typically fund. Tailor your responses to what they're looking for. Use some of their language.

If you want to guess how much they may award you, look at what they've awarded similar organizations in the past.

# 4

### TALK ABOUT THE PROBLEM BUT FOCUS ON THE SOLUTION

Talk about your specific need for funding, but keep it short. Focus on how much your organization will be able to benefit from the funding.

Foundations love to know the outcomes of their grant, should they award it to your organization. How many more people will you be able to help? How will this be a long-term fix and not just a Band-Aid?

# 5

### SET YOUR DEADLINE EARLIER THAN THEIRS

Set a deadline for yourself to have a solid draft ready to go at least a week prior to the foundation's deadline (a couple weeks is ideal).

This allows you to:

- Have other eyes proofread for you. If there is a mistake or something can be improved upon, now you have time to fix it.
- Set it aside for a couple days and come back to it. When you re-read what you wrote, does it still make sense? Does it appeal to the emotions? Would YOU give your organization the funding if you were the foundation?

### BONUS! BE PASSIONATE!

Let your passion for the organization come through in your writing! If you care, they will, too!