

ABC's of Grant Writing

- **Tell the story**
- **Substantiate your project** (sell it)
- **Read the guidelines**
 - Don't change format or layout
 - Use the same terms in your proposal that the foundation used
 - Follow carefully
- **Less is More!**
 - Put your reviewer hat on..
- **A catchy name, like "Reach for the Sky"**
- **Measurable outcomes**
- **Use to leverage \$\$ with other grants**