

## The Elite Eights Points for Winning Grants

Grantwriting is a challenging undertaking. A successful grant narrative needs to be thoroughly planned and concisely written. Since the vast majority of grants are applied for and submitted online, you have to pay particular attention to the following points regarding the submission of a winning grant application package:

1. **Read and Comprehend the RFP** – Every grant application comes with an attached set of instructions. These instructions are also known as the grantor's Request for Proposal (RFP). The RFP will tell you everything you need to know about filling out the application correctly. There is a different RFP for every grant, so read the RFP completely and follow the instructions implicitly.
2. **The RFP will Lead You to the Promised Land** – The RFP is also exceedingly helpful in eliciting the grantor's needs and priorities. This information will make it easier for you to construct a proposal that aligns your priorities with those of the grantor's.
3. **Be Mindful of Your Budget** – Grantors want to ensure that their funds are spent carefully and wisely. In your application, it is necessary for you to lay out a responsible budget and refrain from overpricing the cost of the items you are requesting.
4. **Emphasize the Practical Use of the Funds** – Tell the grantor how you will spend the grant funds in a practical and savvy manner so the grantor is assured that his/her investment is a wise one.
5. **Write Your Narratives in a Document** – Always write drafts of your narrative so you can perfect it. Never dive directly into the narrative online. Once your narrative is finished, cut and paste it into its proper compartment in the online grant application.
6. **Secure Second and Third Opinions** – Always allow your narratives to be reviewed by peers. Remember, your application will be reviewed in like manner, so your peers might find conflicting and/or confusing statements in your narrative that need to be corrected prior to submission.
7. **Don't Be Discouraged** – The grant process can be frustrating. It takes fortitude and determination to be successful in grant submissions. If you are denied a grant, ask the grantor for constructive feedback on why your application was denied. Do not argue, but take the comments under advisement.
8. **Do It Again** – If you are given a second opportunity to submit the same proposal, make the needed changes and do it again. The success rate for repeat application submissions is much higher than original submissions, so perseverance and determination often equate to success in writing winning grant proposals.